

U. S. Department of Agriculture

AMERICAN NURSERYMAN

AMERICAN NURSERY TRADE BULLETIN

Chief Exponent of the American Nursery Trade

Vol. XLVI No. 7

OCTOBER, 1, 1927

Per Copy 20c

October Opportunities

IT isn't as bad as the poet tries to make out, about Opportunity knocking only once; Lord knows we are willing to keep right on knocking so long as there is anything left in our pack, but if emptied before you open the door,—was the poet wrong?

GENERAL

Fruit Trees and Small Fruits—in our accustomed extensive variety and large quantities. (Heavy on Grape Vines).

Shrubs—increased varieties, and still larger growing blocks.

Roses—increased varieties, and still larger growing blocks.

Deciduous and Evergreen Trees; Hardy Vines; and Hardy Perennials of all good commercial types,—in comfortable supply, well-grown as usual,—Phlox; Iris and Peonies are most complete in variety, in greatest count.



SPECIAL

Bechtel's Crab, 2 to 3 and 3 to 4. Ash-H. Maple, 6 to 8, 8 to 10, and 10 to 12. European Mt. Ash, 6 to 8, 8 to 10, 10 to 12. Lombardy Poplar, 8 to 10, 10 to 12, 12 to 14 inch, and 14 to 24 inches. Willows—Most all varieties, but particularly Wisconsin, 8 to 10, 10 to 12, and up.

Buddleia Magnifica, field grown; Cornus Elegantissima Var., 2 to 3; Deutzia Gracilis, 12-15, 15-18, and 18-24; Deutzia Lemaine, 15-18, 18-24, 24-30.

Regels Privet, 15-18, 18-24, 24-30. Snowberry (both colors), 2 to 3 and 3 to 4.

Spiraea Anthony Waterer, 12-15, 15-18, 18-24, and 24-30.

Weigela Rosen Nana Variegata, 18-24, and 2 to 3.

Hardy Climbing Roses, 2 year field grown, full grown. Also the other types.

Ampelopsis Veitchi (Boston Ivy), 2 year. Clematis Paniculata, 2 year.

Polygonum Auberti (The newly popular Silver Lace Vine), 2 years.

September was reasonably wet, and the blocks developed wonderfully. We go into the digging month fully assured of our June estimates, and then some. After a vexatious delay, our Trade List finally got mailed. Thanks for your orders without it.

THE STORRS & HARRISON CO.

NURSEYMEN FLORISTS SEEDSMEN
Operating 73 Years 1300 Acres PAINESVILLE LAKE OHIO Route 2
COUNTY East of City

33 STATE ST.

ROCHESTER, N.Y.

American Fruits Publishing Co.

FALL 1927

A Complete Line of Nursery Stock

**Fruit and Shade Trees
Shrubs, Privet, Vines
Roses and Perennials**

FRUITS IN CAR LOTS

*Cherry—1 and 2 year
Apple—2 and 3 year
Plum—1 and 2 year
Peach—1 year*

C. M. HOBBS & SONS, Bridgeport, Ind.

ESTABLISHED 1876

***The* Los Angeles Rose**

The Los Angeles Rose, America's most famous rose introduction, is the subject of the Du Bois Press October business getting suggestion.

Ideas for the application of this plate to your business are outlined on the folder which is going to the entire mailing list. If you did not receive copy ask for a sample addressed to you personally.

{
HERE'S A
SUGGESTION
FOR YOUR
1928 CALENDAR
}

THE DU BOIS PRESS
Rochester, New York

CHERRY TREES! CHERRY TREES!

The Best That Can Be Grown!

**SWEET AND SOUR ONE AND TWO YEAR
CAR LOTS OR LESS**

**We also offer for 1927
A General Assortment of**

**Standard and Dwarf Apple
Standard and Dwarf Pear,
Plum, Quince and Peach
TRUE TO NAME**

Write For Our Attractive Prices

KELLY BROTHERS NURSERIES

Dansville, N. Y.

A Complete Assortment of New York State Grown FRUIT TREES

***Specializing in Car Lots
of
APPLE - PEAR - PEACH***

**Special prices on
BARTLETT PEAR, CORTLAND APPLE,
ELBERTA PEACH**

**Also a Full Line of
ORNAMENTAL TREES
SHRUBS AND ROSES
American Arbor Vitae
Lombardy Poplars**

W. & T. SMITH CO.
GENEVA, N. Y.

Organized in 1846

1,000 Acres in 1927

Best Tree Digger on Earth



Write for Descriptive Circular and Prices

Stark Brothers

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Growing conditions have been ideal. We are better prepared than ever before to serve you. Our Trade List shows the complete line; if you have not received a copy, ask for it.

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1872

HUNTSVILLE, ALABAMA

1927

Since Eighteen Hundred and Fifty

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ORIENTAL PLANES—As fine as an Oriental Plane can be.

LOMBARDY POPLARS WEeping WILLOWS
SILVER MAPLES AMERICAN ELMS
CALIFORNIA PRIVET APPLES, 1 & 2 yr. Buds

Special prices given on the above in carload lots.

FLOWERING SHRUBS PEACHES
BARBERRY THUNBERGII GRAPE VINES

Send Us Your Want List.

Although not mentioned here, we may have just what you want.

These Nurserymen tell you how to stop Disease Losses

"FOR many years," writes one nurseryman, "I have suffered serious loss from the ravages of damping-off, mildews, brown canker, crown gall and other plant diseases."

Thousands of plants lost just when the market was at its peak—too late to replant for the market.

Then the threat was removed. A simple dust or liquid treatment with *Semesan* both controlled and prevented these deadly fungous and bacterial diseases—at cost of only 1/4c to 1c per pound of seed.

See the improvement *Semesan* made in these nurserymen's business:

"It is the most valuable remedy or preventive of mildew that I have ever come across. I put about 7,000 roses in my storage cellars, hybrid teas, hybrid perpetuals, dwarf polyanthas, pernetianas, and imported Rugosas. The hybrid perpetuals and hybrid teas were largely my own growing, and out of this 7,000, I lost less than 25 bushes from mildew, which can all be attributed to *Semesan*. My former losses ranged from 20 to 40%. I think you can safely rely that we have the proper prevention of mildew in *Semesan*. I fancy it is going to effect an enormous saving."—E. R. Clarke, Annapolis Royal Nurseries, Nova Scotia.

"For more than a year we have been using your Du Pont *Semesan* in the propagation of carnations, seedling plants, cuttings, etc., and we have proved Du Pont *Semesan* to be all that it is recommended. We received another five pound container of *Semesan* and we will treat about everything in our houses. It is a pleasure to recommend Du Pont *Semesan* to all florists, gardeners, and agriculturists."—Stephen Hyde, Fairview Green Houses, Carthage, Mo.

CROWN GALL OF APPLE TREES

Department of Agriculture Circular No. 376, "A Method for the Control of Crown Gall in the Apple Nursery," recommends the use of *Semesan* as the most effective preventive and control of this troublesome disease.



SEMESAN

Makes Seeds Healthy

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Wilmington, Delaware.

AN. Oct.

Gentlemen: Please mail me copies of your Damping-Off Pamphlet and Nurseryman's Booklet.

Name

Street or R. F. D.

Town

State

ORNAMENTALS IN CARLOAD LOTS!

Send us your list of wants as we can often quote lower prices on stock we have in heavy surplus. You will be pleased with our service.

Send for Trade List

Onarga Nursery Co.
ONARGA ILLINOIS

Wayside Gardens

HARDY PERENNIAL PLANTS
EXCLUSIVELY

Write for Trade List.

THE WAYSIDE GARDENS COMPANY
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THE MONROE NURSERY ESTABLISHED 1847

Offers a Fine Stock of
SPECIMEN EVERGREENS
Fruit and Ornamental
TREES and SHRUBS

Will be pleased to quote on your list of wants

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MONROE, MICHIGAN
Manufacturers of
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Sweets on both Mazzard and Mahaleb stocks, one and two year.

Sours on Mahaleb stocks one and two year.

Trees grown in a "cherry country" where both sours and sweets flourish.

Write for Price List.

Special Prices on Car Lots.

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Vincennes Nurseries

W. C. Reed & Sons, Vincennes, Ind.

Offer for Fall 1927:

CHERRY, One Year—Both Sweets and Sours
All leading Varieties
11/16 up. 9/16 to 11/16. 7/16 to 9/16.

CHERRY, 2 Year—A limited amount Sour Sorts
11/16 up. 9/16 to 11/16

CHERRY, XX—1 to 1½. Also XXX 1½ up.

PEAR and PLUM, 2 & 3 Year
All grades Leading Varieties.

Car Lots or Less.

Send List of Wants for Prices.



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OWN ROOT

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Field Grown

Howard Rose Company

Hemet, California

J. H. Skinner & Co.

Topeka, Kansas

WE OFFER

Apple, Cherry, Peach, Pear and Plum Trees
Apple Seedlings Pear Seedlings

Spirea Van Houtti, all grades
Privet, Amoor River North
2 to 3 ft., 4 or more canes.

Also lighter grades.

Lilac, named varieties
Paeonias

Apple and Pear Grafts, Whole and Piece Root.

Source of **RELIABLE** Nursery News

Is the Nursery Trade Journal

Exclusively for Nurserymen

Those who are content
with a side issue
Get side issue results

The only publication in America devoted to the Nursery Trade in general as a Main Issue is the

AMERICAN NURSERYMAN

AMERICAN NURSERYMAN --- October 1, 1927

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

Advertising—Advertising forms close on the 25th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the carlot operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN," published semi-monthly, on 1st and 15th, will be sent to any address in the United States for \$2.50 a year; to Canada or abroad for \$3.00 a year. Single copies of current volume, 20c; of previous volumes, 25c.

RALPH T. OLCOTT
Editor, Manager

AMERICAN FRUITS PUBLISHING COMPANY INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and international in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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Get More for Your Money!

*Fall Buying is at hand—You are Interested in
Making the Best Possible Purchases—We have*

FRUIT TREES—

All grades of Apple, Pear, Cherry, Apricot, Peach and Plum, as well as the smaller fruits—Blackberries, Raspberries, Gooseberries and Currants.

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In a vast assortment; including standard and newer varieties for all purposes. All perennials are full one-year plants—No divisions.

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REMEMBER—Quality as well as Price



Lake's Shenandoah Nurseries

—“57 Years as Wholesalers”—

SHENANDOAH, IOWA

To The Trade:

COMPLIMENTS!

That New Catalogue, mailed the 15th is sure bringing 'em in every day—and we do appreciate them.

...

It will pay you, Mr. Buyer, to check our catalogue and let us have your orders before our assortments are broken.

...

We assure you that grades will be right and we will give you service that you will appreciate.

...

C. R. BURR & COMPANY, Inc.

Wholesale Nurserymen

MANCHESTER,

CONNECTICUT.



Have you received our new price list?
It is worth having and is a real reference on hardy ornamentals.

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PRINCETON, NEW JERSEY
Wm. Flemer's Sons, Inc.

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PEAT MOSS
Turf Mull

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Price \$3.00 per bale, f. o. b. New York. Discount on quantity purchases. Also shipped from Boston, Philadelphia, Pittsburgh, Baltimore, New Orleans, Galveston, Savannah, Jacksonville, Chicago, Kansas City, St. Louis, San Francisco, Portland, Seattle and other cities at the same or slightly higher prices, saving time and freight.



Samples and booklets on request. Correspondence invited.

ATKINS & DURBROW, INC.

20 BURLING SLIP,

NEW YORK, N. Y.

AMERICAN NURSERYMAN

[Reg. U. S. Pat. Off.]

The Chief Exponent of the American Nursery Trade National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

Vol. XLVI

ROCHESTER, N. Y., OCTOBER 1, 1927

No. 7

PACIFIC COAST ASSN. OF NURSERYMEN

C. A. Tonneson, Burton, Wash., Executive Secretary

Timely Practical Pointers for Nurserymen Generally Report of Executive Secretary

THE AMERICAN GREEN CROSS

The American Reforestation Association has become the founder of the American Green Cross, a citizens' organization on a national scope, non-political, partisan, sectional nor for profit, but for the purpose of disseminating educational material; advertising books, bulletins, pictures for the press, motion pictures, etc., necessary for the crystallization of public opinion, so that we may bring about a nation-wide comprehensive policy of conservation, tree protection and reforestation. Public spirited men and noted educators throughout the United States are members of the advisory council. George H. Barnes, Los Angeles, California, member of the executive committee, has requested that the Pacific Coast Association of Nurserymen appoint a committee to co-operate in the movement. Affirmative action on this request appears advisable. The association as a body should co-operate in the solution of the reforestation problem for our members are recognized leaders in the art of nursing trees into the proper transplanting form for the highest measure of satisfaction obtainable, and we ought to render helpful service in this activity for the mutual benefit of all concerned.

MEMBERSHIP COUNT

During the past year 50 Nurserymen, in about equal proportion in California, Oregon, Washington and one from Idaho, have made application for membership, forty of these names appear in the present Badge Book, the largest in the history of our organization. Conferences have been held with more than 200 Nursery firms in all parts of the Pacific Coast concerning individual problems and policies to be observed for better understanding, co-operation and stability for the mutual benefit of members of our vocation and their patrons.

For three years previous, pamphlets containing combined lists to the trade were published at intervals. But it has been determined that those offering the majority of the stock in these lists are sending out their own wholesale lists quite regularly as deemed advisable in their business and the combined lists were therefore to an extent duplications and extra expense. The work of keeping buyer and seller, within the trade, in close contact has therefore been more a matter of visitation and correspondence. A considerable amount of business has been transacted between Nurserymen the past year by this method, besides the conferences pertaining to problems of concern to the individual firm.

I am sure there is improvement all along the line to produce higher quality rather than excessive quantity products, to specialize in the classes for which conditions are best adapted and to grow for more definite purposes and markets.

In turning, to an extent, from the commercial planter trade to that of domestic planters a larger cost in distribution is involved and branched trees of larger caliper should be provided. While the cost of production and selling is greater the profit may be much larger with proper finish and

service even with much less volume of business. Firms which are, primarily, producers, should arrange with distributors or retailers before making plants for the domestic orchard trade. Preparations for marketing in one form or another early in the game of production is above all very essential, disregarded leaves the indifferent on bedrock.

During past several years a number of local organizations have been and several are in existence. The essentials for continuity are public spirited leaders and purposes to handle questions and solve problems for the common interests and the mutual benefit of those connected with the industry in the community. The interest in this movement is growing which is a sign for more practical co-operation both in local and distant districts.

REPORT OF VICE-PRESIDENT FOR OREGON

Guy M. Pilkington

Nurserymen—Up to July 11th there have been registered for license by the Oregon State Board of Horticulture 131 individuals or firms coming under the scope of the Oregon horticultural law, requiring registry and license for Nurserymen, florists selling Nursery stock, landscape architects and dealers in Nursery stock. There have been 23 registrations of Nursery firms outside the State of Oregon.

Of these Oregon concerns, there are affiliated with this organization, the Pacific Coast Association of Nurserymen, 45 from former years and 13 new members affiliating this year, or a total of 58 members, leaving for prospective or eligible membership 73 Nurserymen and dealers in Nursery stock. In addition, there are a number of known growers and dealers who have not as yet registered with the State Board of Horticulture.

Business For Past Year—Most firms reporting show a slight decrease over the preceding year, but cleanup in most cases has been satisfactory, prices were good and there would be satisfactory profits but for the fact that collections, right down the line, are reported as poor, bad and worse. This seems to be more or less general in all lines of business. The remedy for this will have to be suggested for himself by each individual concerned, and blaming poor conditions on to the automobiles and radios may be a happy way of unburdening our minds, but still leaves us on the anxious seat of how we are to carry on.

Stock For Next Season—There is sure lots of it—supplies in all lines is ample and more than the local planters will consume. Some outlets, presumably wholesale outside the state, will have to be found if growers are not to suffer loss and eventual bonfires. Propagation of all lines of ornamentals goes steadily on, many growers are plunging on certain lines or items with no reasoned thought as to where it will be sold. Eastern markets have been good for several seasons past, but have shown a decided decrease in demand for the past two seasons, as their own stocks have increased, and

eastern salesmen are again coming to the coast endeavoring to sell their eastern stocks.

There is a good healthy normal demand and the Nurseryman who avoids plunging heavily on a few favorite lines, who grows a general well balanced list of varieties, grows good quality of well finished stock will meet success, but we must all remember that selling is the first requisite, to sell what the market will consume, to increase the demand through good and satisfactory sales, and to raise only what we can sell, not to see how much we can raise and trust to luck that we will not have to burn part of it, is the road to success.

REPORT OF VICE-PRESIDENT FOR CALIFORNIA

John A. Armstrong

The past season has been only fairly prosperous for Nurserymen in California. While fruit tree Nurserymen were cleaning out their stock in some lines, such as apricots, free stone peaches, et cetera, at reasonably good prices there was a large surplus of many other trees, including cling peaches, prunes, pears, and cherries.

While in ornamental stock Nurserymen have turned over a very large amount of stock, prices on many of the more common varieties have been cut by many firms to a point where there is no profit left. This emphasizes the fact that it is very easy to over produce in the more easily grown lines of ornamentals, and it behooves every Nurseryman to watch his propagating list carefully.

With increasing stock and brisk competition, it becomes necessary for every Nurseryman to pay even more attention to his sales than to his propagating work. We must advertise more, both individually and as a group. We must secure publicity for our products by every legitimate and worthwhile means. We must cut out unprofitable items, and in order to know which items are unprofitable we must arrive at some approximation of the cost of growing these items.

If possible, these costs of production must be cut down by more efficient handling of labor and proper organization. These factors are no less important in the Nursery industry than in other lines of industry.

A chart shows the prospective 1927 crop of apples to be the lowest in five years—even 7,000,000 barrels below the usual five-year average.

About 12,000,000 barrels is the anticipated western production, 3,000,000 barrels less than last year. Approximately 14,000,000 barrels is predicted for the East and Midwest, an 11,000,000 barrels reduction as compared to last year's record crop.

"New York State," investigators say, "may have a commercial crop of but 4,000,000 barrels, compared with 6,500,000 in 1926. In the Virginia-Maryland-Pennsylvania region, only 3,250,000 barrels are indicated as against 7,800,000 last year.

"Michigan expects a crop almost as big as last year's, but it still is far below average. Maine and Kansas are about the only barreled apple states expecting more commercial apples than in 1926. Idaho probably is the only state in the West that will exceed last season's crop. Washington will be at least 1,000,000 barrels short of the 1926 figures; Oregon may have only about half of last year's total, and California appears to lack one-fourth of the 1926 commercial production."

SPECIAL SEASONAL CROP AND MARKET REPORTS

Practical Accomplishments By Nebraska Nurserymen

York, Neb., Sept. 13—Business has been very good for spring delivery. It has been a little more difficult to get the volume of business, due to the fact that the customers seem to be placing smaller orders; consequently it is necessary for us to get more orders in order to make the desired showing. We think this is a healthy condition and are glad to see it. Chances are there will be less countermands next spring on account of the orders being smaller. We have a wonderful prospect for a bumper corn crop and this, together with the heavy wheat crop just harvested, insures a good business. Our Nursery stock never looked better. We have a very good supply of nearly everything in the Nursery line.

The Nebraska Retail Nurserymen's Association held their summer meeting at York on September 9th. About sixty members were present. An inspection tour was made of our plantations and buildings, and a very delightful and instructive session was held. All of the Nebraska Nurserymen seemed to be enjoying a very good business and are optimistic concerning the future.

The Nebraska Nurserymen are co-operating with the State and Federal Board and are supplying them with seedlings at wholesale prices. This, of course, necessitates reselling the stock to the planter at a figure above wholesale. This will not hurt the legitimate Nursery dealer in the least; in fact, it will stimulate planting and will bring an increase of orders to the Nurserymen. The nice thing about the manner in which the seedlings are handled is that the planter is required to make a report every so often regarding the condition of the stock. The planter who does not care to comply with the red tape will naturally send to the Nurseries for his stock and pay the retail price.

We think the future outlook for the conservative, careful Nurseryman was never better.

HARRISON NURSERY CO.
By E. H. Smith, Vice-Pres.

Fruit Stock Inquiry Increasing

Girard, Pa., Sept. 7—Weather conditions for growing have not been favorable, as it has been too dry, but could not be better for field work. All building and re-building has been completed and fall plowing is pretty well finished. Have completed planting 125 bushels of peach seed and are now ready for fall shipments.

The aphid has been unusually bad this season and has retarded the growth of apple trees considerably. Does not look as if the anticipated growth of apples will be realized.

The Elberta and J. H. Hale peach harvest is now in full swing. The crop is heavy and fruit exceptionally good. Market prices are satisfactory.

Grapes are ripening nicely. The dry hot weather is favorable for coloring and high sugar content. The quality is good. The growers expect two-thirds of a normal yield. The early varieties are being marketed and are bringing satisfactory prices.

Wholesale inquiry for fruit trees and ornamentals is increasing. The price of peach trees has stiffened up some, which is encouraging. Shade trees are in demand and there will be a shortage in this line.

Mr. Webb of the Webb Nursery Company,

Rochester, N. Y., was a caller this week. He is on a business trip to the Ohio Nurseries.

Arthur Champion of H. J. Champion & Son, Perry, O., was doing business in this vicinity recently.

J. F. Zimmerman, of Pittsburgh, landscape artist, spent a few days here last week picking up stock for his customers.

Williams & Carter, landscape men from Sharon, made us a pleasant business call and took home a truck load of evergreens. PENNSYLVANIA NURSERY COMPANY.

Conditions in Iowa

Charles City, Ia., Sept. 14—We have been having an unusually dry season through this section of Iowa this year which has retarded the growth of Nursery stock and lessened the usual yields of farm crops. This has had rather a depressing effect upon Nursery trade. Nursery stock as a rule has done well and we anticipate there is going to be an abundance of stock along certain lines.

We think the general effect of weather conditions upon the wholesale trade has been to make buyers cautious and we do not think the usual volume of wholesale trade has been placed up to the present time. We anticipate, however, that if the wholesale trade does not get "panicky" the year's business will be satisfactory and prices will rule not far different from last year.

SHERMAN NURSERY CO.
E. M. Sherman, Pres.

Newer and Better Evergreens

Salem, Mass., Sept. 19—Trade is steady and demand good for evergreens especially. There is a greatly increased demand for the newer and better evergreens, trees and shrubs that are being introduced through the Arnold Arboretum.

Our blocks of conifers were never so fine, due to a splendid rainy season, good cultivation and especially because we plant with plenty of space between trees. Overcrowding is fatal if specimen stock is desired. We cannot use "leggy" stock in our trade. Have recently purchased 165 acres and part of it is already planted.

We now have over twenty thousand specimen Carolina hemlocks from three to seven feet.

We are beginning to grow stock in pots for summer trade, and in consequence have shipped right along from spring to autumn.

All the best cotoneasters we have in 4 in. pots plunged in the field and find our customers very appreciative. Summer planting has come to stay.

KELSEY-HIGHLAND NURSERY.

Lining Out Stock is Fine

Wilton, Conn., Sept. 19—Conditions around this part of the country are quite satisfactory in our estimation, as we have had a fairly good growing season. Up to July it was rather cool with too much high wind, especially for deciduous stock; but on the average it made up well during the summer and latter part of the summer and we are well satisfied with the grades we intend to ship this fall.

Evergreens did very well due to the large amount of rain we had during summer. Evergreens in general can stand any

amount of rain in the growing season; however, it kept us very busy right along keeping the Nursery clean.

Our lining-out stock in that respective line is exceptionally fine this year; stock larger and much stronger than for a couple of years past. We do not find the demand very brisk in the wholesale business, although we have no reason to complain about the amount of orders already booked and are confident that same will pick up as the season advances; for real A No. 1 stock, together with satisfactory grading, should always be a market, as it is not the quantity but the quality that counts in the long run.

THE EVERGREEN NURSERY CO.

Business Starting Favorably

North Abington, Mass., Sept. 19—Business is starting up very favorably this fall. There is a reasonable amount of building going on in this section, and we are looking forward to a good business. It will be a rare exception if we don't have it.

We feel that the outlook for business is good for the most part over the United States. Some sections have been a little hard hit for lack of water and others for the over-supply of water, but that is the usual condition I guess year after year.

W. H. WYMAN & SON.
W. H. Wyman.

In Winchester and Decherd, Tenn.

Retail demand very good. Wholesale coming in very nicely for last few days. Outlook for fall trade is good. Have had good growing season and stock made up better than usual, we think.

Some improvement is going on in Winchester in the Nurseries, especially in setting ornamentals and care of grounds. At Decherd the Commercial Nursery Co. has built a brick packing shed to care for growing business. Supply of stock about as usual with perhaps more ornamentals and not quite so many fruit trees. We have been favored with a number of visitors; always glad to see them and trust they will come again.

COMMERCIAL NURSERY CO.

Advantage of Early Orders

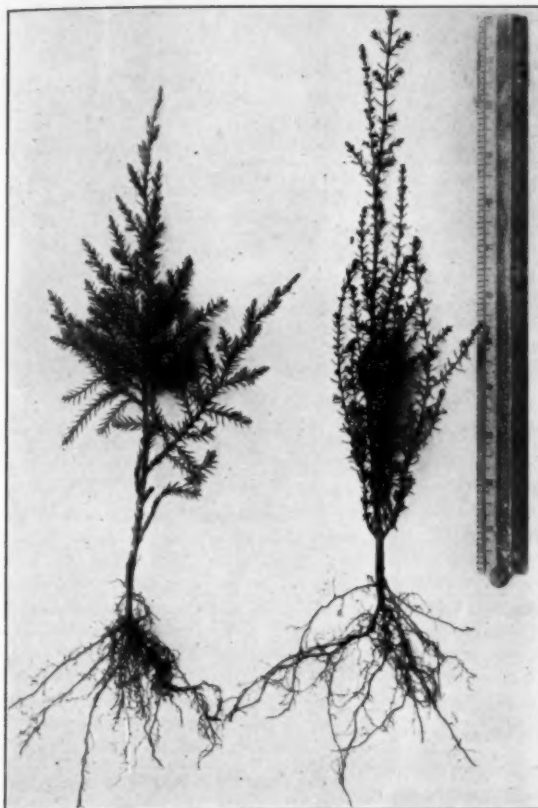
Berlin, Md., Sept. 12—Never before in our experience of sixteen years in growing peonies, have orders been placed so early, and this is of great advantage to both Nurserymen and buyer. The buyer is not disappointed in getting the varieties he orders and the Nurseryman can better arrange his digging schedules. We commence planting out our own stocks about October 15th and usually do not finish until about December 10th.

HARMEL PEONY COMPANY.

National Gardeners Association—Two hundred gardeners attended the annual convention of the National Gardeners Association in Cleveland, Aug. 30th. Alexander Davidson, Sewickley, Pa., was elected president, E. H. Wilson, keeper of Arnold Arboretum, was elected an honorary member. Visits were made to the fine estates in and about Cleveland which were visited by Nurserymen at the June convention of the A. A. N.

W. N. Scarff, New Carlisle, O., is still confined to his wheel chair following major operations sustained last fall. The business on the 1,400 acres of Nursery, orchards and dairy farms is actively carried on by his sons, Howard and Max.

ARMSTRONG Lining Out Evergreens



Jun. Pfitzeriana
Once transplanted, 1 yr. plants as quoted. They cannot help but grow.

Jun. hibernica fastigiata

Not mere rooted cuttings from sand, but once transplanted, with all the growth of a long California growing season.

Here are a few sample offerings from the largest stock of lining out evergreens in the West:

JUNIPERUS		per 100	per 1000
Pfitzeriana	5-8 in. 1 yr.	\$10.00	\$ 90.00
"	8-10 in. 2 yr.	15.00	140.00
chinensis Procumbens	3-5 in. 1 yr.	15.00	140.00
communis depressa	4-6 in. 1 yr.	8.00	75.00
"	6-10 in. 2 yr.	10.00	90.00
hibernica fastigiata	6-8 in. 1 yr.	10.00	90.00
Sabina	4-6 in. 1 yr.	12.00	110.00
"	8-10 in. 1 yr.	15.00	140.00
Sabina tamariscifolia	3-5 in. 1 yr.	12.00	110.00
virg. tripartita	4-6 in. 1 yr.	12.00	110.00
"	6-8 in. 2 yr.	15.00	140.00

ORDER DIRECT FROM THIS LIST

And send for our complete booklet and price list of lining out evergreens, both coniferous and broad-leaved.

OUR POLICY

Every customer must be satisfied—must feel that in every transaction with us he has been treated fairly and squarely.

Samples gladly sent on request.

Armstrong Nurseries

502 N. Euclid Avenue.

ONTARIO, CALIF.

Established 1889

"Ten Times Guaranty of Trueness To Name"

The Slogan of Kirkman Nurseries, Fresno, California

Under a recent date California newspapers carried this announcement:

Kirkman Nurseries are sending out circulars to prospective orchard planters offering exceptional opportunity to secure choice varieties of various fruit trees at a saving of from 40 to 50 per cent in price. It would appear to be an advantage that should appeal to all those contemplating setting out a small or large acreage next spring.

The statement says the Nursery is able to make this concession because the greatest leak in the game—that of having trees unsold at the end of the season—is almost wholly eliminated on advance orders.

During the coming few weeks the Nursery can June-bud most varieties of fruit trees, and thus largely eliminate this risk, which has averaged over 50 per cent during the last several years with Nurserymen generally.

Accordingly the Kirkman Nurseries at Fresno are accepting advance orders for the best grades of either one year trees (three feet up) or June buds (two feet and up) in peaches, nectarines, apricots, almonds, plums, prunes and apples, at 25c each.

Last year the same offer was made before June budding and during the regular season, the same grades of trees being sold at 35c and 40c each.

The largest fruit growers in the state, such as the Boston Land Co. and California Packing Corporation, have each planted several thousand acres—all Kirkman trees—on this basis, to their complete satisfaction.

The Tagus ranch at Tulare has planted over 2000 acres and Mr. Kirkman is now June budding an additional 1000 acres for delivery next season.

The experience of the Tagus ranch, as of practically all others who have tried them, is that June buds are a much more satisfactory grade of trees for orchard plant-



WILLIAM T. KIRKMAN, JR., Fresno, Cal.

ing, and the Nursery strongly recommends them at this time.

Farmers contemplating planting next spring should send in their orders now, and get exactly the grades and varieties desired. A card to the Nursery at Fresno will bring an order blank.

On receipt of the diagram showing location of the proposed planting the Kirkman Nurseries will issue their "Ten Times Guarantee of Trueness to Name," and in the autumn one of their pomologists will go over the orchard to see that no mistakes have been made in handling.

Say you saw it in "American Nurseryman"

Arkansas Nursery Inspections

The first round of Nursery inspections started July 1 by Paul H. Millar, chief inspector of the state plant board, has been virtually completed, and in a report submitted yesterday it is shown that Nurseries of the state, as a whole, are in better condition from the standpoint of pests and diseases than at this time in 1926.

Initial inspections, which are primarily for San Jose scale, consist mainly of an examination of the surrounding premises, little attention being given to the Nursery stock itself, as last year's inspections showed that whenever there are no infested trees in the neighborhood, from which the pests can be carried in the wind and other agencies to the young Nursery stock, the percentage of trees attacked by the scale is negligible, provided clean scion wood has been used in grafting, the plant board officials explained.

"Inspectors have been going over the ground adjacent to the Nursery blocks early in the season before the scale has had time to spread to any extent," Inspector Miller said, explaining that reports of all infested trees are made to the Nurserymen. It was pointed out that many of the offending trees thus found are worthless, being seedlings grown in the fence rows, abandoned Nursery stock or wornout orchard trees. It was announced by the board that Nurserymen of the state have this year cut about 7,000 such trees at the suggestion of inspectors in order to safeguard their stock against possible spread of the scale. It is expected that as a result many Nurseries will be so clean of scale this fall that sanitary measures such as dipping and fumigation can be dispensed with, thus relieving both the Nurserymen and the inspection service of considerable inconvenience and expense.

The second round of inspection began September 15, when a tree-by-tree examination was made.

A Carthage, Mo., company has paid \$4,000 for 40 black walnut trees on the farm of Moore brothers near Osborn, Mo.

AN EFFORT TO GAIN TIME OVER NURSERY STOCK

By H. E. Richardson and Dr. W. L. Mann, U. S. Navy

IN considering the development of the pecan project on our place four miles north of Georgetown, Tex., the question arose regarding the profitability of transplanting some of the native pecans from a dense pecan grove to irrigated land.

It has been demonstrated that the profitability of a pecan tree varies, approximately, in a direct proportion to the square of its caliper. In other words, trees four inches and ten inches in diameter yield approximately 16 and 100 times the quantity of nuts as a one-inch tree. With this vast difference in productiveness in view, we undertook to transplant native trees, larger than the average Nursery size.

1925 PLANTING

In January and February 1925 approximately 285 trees were transplanted. This was the year of the worst drought in the history of that section of the country. Although the trees were irrigated, there was some question whether trees in certain sections received the proper amount of water, since those farthest away from the main irrigation ditch showed the largest propor-



Row of Fine Large Transplants, 6 to 9 Inches in Diameter. (W. L. Mann)

tion of failures. Unfortunately no definite check was made of the number of successes and failures; it is estimated that 60 per cent lived. The transplants varied from two inches to four inches in diameter.

A special effort was made to transplant successfully five large trees varying from six inches to nine inches in diameter. At present report (September 1927) we have obtained 100 per cent success with this experiment; as all five are living and appear vigorous, as the illustrations indicate.

It was rather amusing to watch the expression of one of the veteran Texas Nurserymen, of 50 years' experience, as he viewed for the first time, these five thrifty trees. His remark was: "I heard them laughing at you boys spending your money trying to make pecan stumps grow. Well, I laughed too, but there they are growing. Who would have believed it?"

1926 PLANTING

The following winter the dead trees from the above planting were dug up and replaced by other trees. In addition 61 additional trees were transplanted during January and February of 1926. In August 1926 check was made of the entire orchard, including the 1925 and 1926 plantings. This showed 270 living trees and 76 dead trees. The above included the transplants on ir-

rigated land. In addition to this, 100 smaller native trees one to two inches in diameter were planted on non-irrigated land at a contract cost of 45 cents a tree. Practically all of these showed indications of putting out, during the spring months, and a count in August showed that every one of these had died save a group of four trees in one location. The fact that four trees survived is attributed to the shade of a large tree nearby in preventing the ground from drying out and cracking, as all others were on land with large cracks thus permitting the hot dry air to get to the roots. This is mentioned in passing to suggest that a little care and mulching would have, perhaps, saved a number of trees on the unirrigated grove.

1927 PLANTING

In the late winter of this year three larger trees with diameters of 10-14 inches were transplanted. (See illustration No. 4). These trees put out, but on two of them the bud-louse destroyed the buds, and it remains to be seen whether the two will survive. The cost of digging up these trees, making holes for replanting and all other labor expenses amounted to an average of \$5 per tree. The laborers were paid \$2.50 a day.

TECHNIQUE OF TRANSPLANTING

The native trees were dug up, and the roots were cut about one to three feet from the body, depending on size of the transplant. The cut ends of roots were coated with melted paraffin. The lower end of tree was inserted into half a barrel of water, then transported to the previously dug hole, and planted to the same depth as the tree originally stood in the forest.

SUMMARY AND CONCLUSIONS

Native pecan trees can be transplanted successfully on irrigated land; and, with reasonable care, 70 to 90 per cent can be expected to live.

In addition to transplants, our orchard contains several hundred Nursery pecan trees procured from several of the commercial pecan Nurseries. Within a few years the relative profitability of Nursery and budded native transplants can be more accurately determined.

The rate of growth is a primary factor; hence, because a large transplant survives the shock of the operation does not necessarily indicate that it will produce larger returns than a smaller but rapidly growing Nursery tree.

The results of our future experience should furnish some data as a basis for a decision regarding the relative value of a budded large transplant and a smaller Nursery tree.

If the transplanting of large native pecan trees prove profitable, which now appears likely, the economic possibilities gained by transferring some of the dense pecan timber of Texas to irrigated land, and later budding the trees, opens a new field to the pecan industry. By this method a fifteen to twenty-five year old pecan orchard may thus be developed within five years.

I. E. Ilgenfritz' Sons Co., Monroe, Mich., will add two new greenhouses 18 x 100 feet to its equipment.



Seven-inch Tree Transplanted Feb. 1925. Photograph July 1926, Before Budding (W. L. Mann)

"Limequat" a New Ade Fruit

Plant Breeders in the United States Department of Agriculture have developed a new citrus fruit, which is destined to play a part in satisfying the public's thirst for limeade. The new fruit, which was originated by crossing the West Indian lime with the round kumquat orange at Eustis, Fla., is known as the Eustis limequat. It embodies many of the desirable characteristics of the parent fruits and none of the objectionable features. Its chief claim to fame is that it may be grown over a much wider territory than the West Indian lime without injury by freezing.

The limequat is strikingly beautiful in appearance, resembling the lime in size and texture, but with a light yellow color like that of the grapefruit. It is thin skinned but firm, very juicy, has few seeds, and the flavor, except when dead ripe, can scarcely be distinguished even by an expert from that of the true lime. It is more or less everbearing, so that fruit is usually available for nearly six months of the year. The limequat has proved adaptable over a wide range of territory, withstanding temperatures in northern Florida and Alabama as low as 17° F. without serious injury. The West Indian lime, on the other hand, is frequently severely injured by frost even in Southern Florida, so that culture is restricted to the keys along the Florida coast. It is not grown commercially in California at all.



One of 7-inch Trees Showing Only Budded Growth (after Removing Native Growth). Photographed Aug. 1927 (W. L. Mann)

Direct Radio Advertising

The Remarkable Activities of Henry Field Seed Company, Shenandoah, Ia.

What the radio has done for Henry Field and maybe to the small town store keeper is indicated by some figures from the balance sheet of the Henry Field Seed Company. He began broadcasting in 1925. That year gross sales were around \$900,000, almost entirely seeds and Nursery stock. The 1927 gross sales had risen to more than two and a half millions, of which a million and a half were general merchandise. This is during a period when the Corn Belt merchant has complained generally of bad business.

He started to sell tires last October and in less than eight months had disposed of more than \$340,000 worth. Now he keeps an Omaha factory working overtime to fill orders. He added shoes and sold \$50,000 worth in six months without the try-on formality. It is said that he disposes of a ton of coffee a day, but a great deal is consumed at the studio. Every visitor goes away with a cup of coffee under his belt. Some days the visitors run as high as 5,000, or about equal to the population of the town. During a flower show, given by Henry, 30,000 pilgrims went through his studio in two days.

But the greatest triumph of Henry Field appears to be the facility with which he disposes of hams and bacon, said to be half a carload a week. When it is considered that his chief customers are farmers and that the chief business of the Corn Belt farmer is the raising of corn and hogs, this seems like carrying coals to Newcastle with a vengeance, but Henry gets away with it. Evidently there are many Corn Belt farmers who find it more to their taste to ship their hogs and buy their hams and bacon. Here, perhaps, may be found a partial answer to the question of why living costs have been advancing so much more rapidly than farm income.

The Henry Field influence radiates out from Shenandoah, Iowa, in concentric circles. Throughout Western Iowa and Eastern Nebraska it is intense. It extends with diminishing force, but still appreciable, into Minnesota, the Dakotas, Kansas and Missouri. It does not stop there, by any means, but it ceases to be a burning issue. On the outer circles people no longer feel called upon either to bless Henry or to curse him.

The Field programs are unique. They are more or less continuous daily performances and they include about everything that can be devised for the entertainment, instruction or interest of the farmer. They are almost exclusively home talent programs and they are as innocent of jazz as they are of artistic technique. Henry's programs are the kind that can be listened to in any Christian home without bringing a blush to the cheeks of one of its inmates. So, to be on the safe side he rigidly excludes the favorites of the vaudeville stage and gives them "Turkey in the Straw" or "In the Sweet Bye and Bye" instead.

Whether one is for Henry or against him depends largely upon one's business connections and radio tastes. The farmers, generally speaking, are solidly behind him. It is for them he puts on his entertainments and to them he speaks. The small-town merchant, on the other hand, is intensely irritated by him, for Henry, from a beginning as a seedsman and Nurseryman, is rapidly expanding into a general mail order business that brings him into competition with every merchant in his territory.

Another unfriendly element consists of the radio fans who like to explore the ether for novelties from distance stations. During the days of radio freedom Henry selected for himself the most desirable wave length on the air and practically monopolized it.

(Continued on Page 168)

AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.

The Preferred Stock

"The Best I've Seen in Years", says Perk

Perk took a sort of late vacation this year and just got back. I didn't give him a chance to get into his overalls but rushed him right out to the nursery. Perk's eyes sparkled when he saw how well the stock was making up.

"Gee, that's great!" he exclaimed. "Absolutely great."

And it is. We've had one of the best growing summers in years.

We're filling fall orders now—shipments are going out daily. And we want to call special attention to our **Paul's Scarlet Climber**, and new **Bristol Fairy Gypsophila** and **Red Barberry**, which we are shipping direct from a beautiful block here in Newark. The supply is not unlimited, so don't hesitate.

Wire that order today!

Yours for a real season,

Jack

Jackson & Perkins Company
Wholesale Only
Newark, New York.

High Quality Stock Guaranteed to Please You

Let us quote on your needs in Apple, Peach, Plum, Grapes, Horse Radish, Washington Asparagus, California and Amoor River Privets, Budded Lilacs, Weigela Rosea, etc.

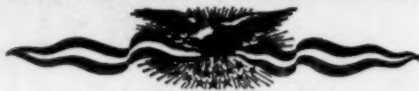
Neosha Tree Digger—The Neosha Tree Digger, a sturdy, dependable machine at a price you will like, now giving satisfaction to many nurserymen large and small. Send for description and prices.

"Yours for Growing Satisfaction"

NEOSHO NURSERIES CO.
NEOSHO, MISSOURI

AMERICAN NURSERYMAN

American Nursery Trade Bulletin



CHIEF EXPONENT OF THE
AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely Independent.

Published Semi-Monthly by
AMERICAN FRUITS PUBLISHING CO., INC.
89 State Street, Rochester, N. Y.

RALPH T. OLCOTT, Pres. and Treas.
Phones—Main 5728, Glenwood 760
Chief International Publication of the Kind

SUBSCRIPTION RATES

One Year, in advance	-	-	-	\$2.50
To Foreign Countries and Canada	-	-	-	3.00
Single Copies	-	-	-	.30

ADVERTISING RATE, Per Inch.....\$2.50

Advertisements should reach this office by the 8th and 25th of the month previous to the date of publication.

If proof of advertisement is desired, time should be allowed for round trip transmission.

ROCHESTER, N. Y., OCTOBER 1, 1927

FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1898, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammelled lines.

"The dean of Nursery Trade Journalism."—John Watson.

IMPORTANCE OF THE TRADE PRESS

In a recent address to men connected with the press, President Coolidge said:

"Whatever has to do with the collection and transmission of information to the public is of the highest importance. It is gratifying to know that this great service to America is in the hands of men of ability and patriotism.

"There is a universal desire to serve the public in this capacity, not only interestingly, but candidly and helpfully. The fundamental institutions of our government scarcely ever fail to receive cordial support. The moral standards of society are strengthened and the intellectual vigor of the nation is increased and quickened by your constant efforts.

"The press is also an important factor in the commercial and industrial development of our country. It carries an amount of scientific information which stimulates both the production and consumption of all kinds of commodities.

"This service is always on the constructive side of affairs, encouraging men to think better, to do better and to live better. Reaching through it all, there is every assurance that today is better than yesterday, that tomorrow will be a better day than today, and that faith is justified."

The "American Nurseryman" is highly indorsed individually and collectively by the American Association of Nurserymen and by more than a score of district and state trade associations in the United States and Canada.

The Mirror of the Trade

LEGITIMATE FORESTRY WORK

A New York State College of Agriculture announcement is as follows:

Private and state-owned forests in the Adirondacks including those that have grown naturally and those planted to re-forest idle and waste land were visited on the fourth state-wide forestry tour September 16-19.

The purpose of the tour was to stimulate interest in forestry. Last year more than sixty persons including several members of boards of supervisors, who were responsible for starting county forests, took the trip, and those in charge think that it should interest representatives of chambers of commerce, railroad officials, and industrial concerns as well as private land owners.

At Saratoga the tourists visited the state Nurseries which have a capacity of 45 million trees and which cover 91 acres—the largest forest tree Nursery in the world. The forest plantations of T. C. Luther at Saratoga will be visited also. Mr. Luther has planted more than four million trees on his 7000 acre tract and he expects to plant a million more each year.

Other places and forests visited were the Warren County white pine plantations, Remington Lot which has a 60-year-old stand of natural growth, Saxton plantation, the state public camp site at Sharp Bridge, Lake Placid Club, Raybrook State Hospital and its plantings, Lake Clear Nursery, Paul Smiths, Clara Barton Memorial forest, Axton plantations, Wabek Turn, Whitney Preserve, Roosevelt forest, and many other places of historical and scenic interest.

This is the kind of work which Nurserymen and all other good citizens indorse. What Nurserymen rightly complain of is the distribution of state-grown trees at nominal prices or no prices at all, for ornamental planting and for use in commercial Nurseries, in direct competition with commercial Nurserymen.

TIME FOR ACTION

Something else again that Nurserymen could do in the way of big business if they would unitedly boost for their own business is shown by the following from the New York Times:

The Connecticut State Highway Department has decided to follow the example of Maryland and plant shade trees along the state roads. That Connecticut should do such a thing is a tribute which she pays not so much to Maryland's good sense as to her own past. The splendid elms that line so many of the streets in the Connecticut villages are proof enough that the New Englanders of the early Republic had a feeling for beauty. Fortunately, this sentiment has not departed from their descendants.

The action of the Connecticut State Highway Department was recorded some time ago in the American Nurseryman, in ample time for consideration of a topic pertaining thereto on the program for the Cleveland convention of the American Association of Nurserymen.

"Other States Should Do Likewise," says the New York Times. Ought it to be necessary for a New York newspaper to point out to Nurserymen the plain opportunity already indicated to the trade in its trade journal? The American Association of Nurserymen should put at its head the ablest business men in its ranks and instruct them

to take aggressive steps in matters of big national scope for the advancement of the industry.

English Box

A visit to the Canterbury Nurseries, Easton, Md., last month was a revelation as to the extent and success of an undertaking to produce in this country, as easily as has been done for generations in Europe, boxwood and other evergreen shrubs. As preparation for this visit an inspection of some of the fine old colonial estates of Talbot County, Maryland, of which Easton is the county seat, was made. In the spacious gardens covering hundreds of acres, dating in their arrangement back to colonial times in this country are remarkable evidences of what Nature will do with kindly assistance and protection by man through a period of four or five generations. Importations of box, English yew, Nordmann fir, Japanese cedar, Cedar of Lebanon, in the 17th century have become veritable patriarchs under which one is impelled to remove his hat in reverence. In few places in this country can be found specimens of this kind which were planted 250 years ago and have grown under constant protection in congenial soil and climate. Box hedges spreading laterally to a thickness of eight to ten feet and six feet in height with sturdy trunks are there in profusion. In some parts of Maryland, Virginia and adjoining states on property which has passed out of the hands of descendants of the original owners, sections of these old box hedges have been removed for planting in fine estates elsewhere. The value of growth during several generations is shown by the prices obtained for such sections—\$250 to \$2000, according to quantity removed.

Just such box is being reproduced in miniature on a large scale in the extensive Canterbury Nurseries, adjoining Canterbury Manor in the outskirts of Easton. The manager of the Nurseries, Ernest Hemming, well known in the Nursery trade, last month conducted the writer through the grounds. Box in all stages of growing thriftily, the operations being on a scale to make possible the procuring of stock of salable size in large quantities and thus supply a frequently felt need in landscaping. The operations are on a wholesale scale entirely.

Particularly striking is the fact that the location of the Nurseries for this specialty is so favorable—suitable soil and congenial climate induced by the Atlantic Ocean on one side and the Chesapeake Bay on the other—that stock is grown in the open, with the great saving of labor, avoidance of loss and thrifty and hardy growth which this implies. It was these conditions which caused Mr. Hemming to locate there, after visiting many sections believed to be promising.

What has long been done in Holland is being done on the Eastern Shore Peninsula, within easy access to the big markets of Washington, Baltimore, Philadelphia, New York and Boston. Mr. Hemming in the short space of five years has transformed a large tract of ground into a prolific Nursery, proving conclusively not only the wisdom of his selection of location but also his ability by long training and experience to succeed remarkably in this specialty.

Better Results for Nurserymen—Otto Lang, the well-known Nurseryman of Dallas, Tex., addressing members of the Oklahoma Nurserymen's Association, argued that Nurserymen should grow less stock and spend some of the surplus stock energy and expense to advertise and create a demand for what he grows. "The Nurseryman to too great an extent expects someone else to dispose of it for him," said Mr. Lang. Surpluses tend to drift eventually to the department store, the 5 and 10c store, and the mail order house at a fraction of what they should net the Nurseryman and resulting in loss to many others in the trade who are endeavoring to avoid dumping, and the consequent dissatisfaction of the planter.

LITERATURE

The Book of Bulbs—By F. F. Rockwell, author of "Around the Year in the Garden," "Home Garden Handbooks," "Gardening Under Glass"; 8 vo., pp. 264, illustrated; postpaid \$3.15. American Fruits Publishing Co., Rochester, N. Y.

This is another of the practical books in the Macmillan Company's horticultural series. The author is well known in the Nursery trade, having had charge of publicity work for the American Association of Nurserymen. He speaks with first-hand experience as a propagator, having been for some years in charge of the commercial operations of one of the largest bulb-growing establishments in America. The subject of the book is of wide interest and the practical information is imparted in a manner to be easily understood and applied. Probably no other phase of gardening commands greater interest than bulb culture and consequently more love of horticulture generally. Mr. Rockwell's Book of Bulbs is not a botanical survey of bulbs (although varieties are carefully described and distinguished) but, as the illustrations will reveal on the first hasty turning of the pages, a garden book for every one from the amateur enthusiast to the professional horticulturist.

Graphically and authoritatively the chapters deal one by one with the planning and making of bulb gardens, the naturalization of bulbs, their propagation, and protection from insects and diseases. As the pages progress, they fulfill this fascinating prospect of the all-year diversity and novelty attainable in bulb-raising: "You can have bulbs in bloom throughout the entire year. Starting with the snowdrops, scillas, grapehyacinths, in early spring, they follow through a constant succession: daffodils, tulips, bulbous irises, hardy lilies, tuberous begonias, cannas, dahlias—until killing of frost in September or October. And in November, with very little trouble, and in any ordinary sunny living room, you can have the first of your winter-bulb blooms with a succession of them until the following Easter!"

Plant Buyers Index, 1927—Listing more than 12,000 varieties and the sources from which they may be obtained. Reference at a glance. Copyrighted by J. Woodward Manning, Cambridge, Mass. Published by the Gerald Guy Manning Co., North Cambridge, Mass.

This is an elaboration of the method employed in recent years by some of the sectional Nursery trade associations for bringing buyer and seller together quickly. The author says:

The Plant Buyers Index, 1927 Announcement

This is the source of information as to where plant material may be purchased in the United States.

So far as possible the Standardized Plant Names of the American Joint Committee on Horticultural Nomenclature has been followed; but, the accompanying list contains many hundreds of species and named varieties not included in, or introduced since, the publication of the former.

The variety of available plant material shown is a fitting testimonial of the strides of American Horticulture.

That named varieties in such classes as Phlox, Iris, Paeonies, Roses, etc., are far too numerous is obvious. Probably two thirds of the number of varieties in each of these classes would be far better dispensed with. This can be accomplished however only through the efforts of the

varied Paeony, Rose and similar societies.

This list was started thirty-six years ago by the writer and at first embraced only hardy material, but the extension of landscape work into all the varied climates embraced by the United States has gradually broadened its scope. The demand for improved varieties; new introductions and the varied types of gardening problems, such as the cultivation of Alpine Plants in their varied types, will render it necessary for new editions each year and should prove an interesting contribution to the history of plant introductions.

The present edition cannot avoid some omissions but our policy has been to include every variety of which we gain knowledge as actually offered in the American Trade.

So far as possible every section of the country is intended to be represented and further information is desired and will be gladly added to any future editions.

Obviously to increase references beyond the real object of a reasonable number of sources would be of no use.

Future editions that may follow will embrace Fruits and perhaps Annuals as well and it is a vision of the author that data of height, season of bloom and color, all in very concise form, may be added.

Subjects entered without indicated sources of American supply are to my knowledge in private grounds in America and available for propagation purposes and of course there is a vast fund of new material at the Arnold Arboretum and elsewhere which is hardly touched as yet.

Gladiolus—By F. F. Rockwell. In series of Home Garden Books published by Macmillan Company, pp. 79, illustrated. \$1.15 postpaid by American Fruits Pub'g. Co., Rochester, N. Y.

Here is another of the handbooks to fill a want often expressed by the customers of Nurserymen. It may well be recommended and it certainly will stimulate a demand for more and more plants. The book is designed to supplement the Nursery catalogue. The suggestion on how and where to use "glads" and types and varieties will be helpful in making out orders. The chapters on care and culture, increasing the stock, creating new varieties, growing for exhibition, and harvesting and storing, will bring pleasure and success throughout the growing season. Mr. Rockwell is himself a grower of "glads," has had experience in the commercial production of the bulbs; contributes frequently to the horticultural magazines.

Other books of this series in preparation are: "Evergreens," "Rock Gardens," "Irises," "Peonies." Another of the series "Shrubs," is ready.

Storrs & Harrison Office Changes

The Storrs & Harrison Co., Painesville, O., Nurseries, announce with regret that E. B. George has resigned as vice-president and general manager. He has assumed similar responsibility with the McKay Nurseries, of Madison, Wis. The S. & H. Co. wishes him every success in his new field.

Trade circles may be interested to know that temporarily, at least, W. C. Harrison, president of the company, will assume the duties of general manager.

Howard S. Chard, assistant secretary, has been elected a member of the board of directors and wholesale sales manager.

Carl S. Barto and Ralph R. Coe, traveling representatives, are well known to the trade. Harry Joiner, Perry, O., has joined the force of traveling salesmen.

Charlton Nursery Co.—This Rochester, N. Y., concern has changed hands. Joseph M. Charlton, who organized and has conducted this business since 1899, has sold his interest to outside parties, but will continue to devote his time to the growing and cultivating of shrubs, roses, peonies and herbaceous plants, under the firm name of John Charlton & Sons, with offices in Rochester, N. Y., a business established by Mr. Charlton's father in 1865.

AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.

Nursery Trade Bulletin

F. G. Bernard, Waukon, Ia., in the Nursery business more than 50 years, died Aug. 24th.

Walter Vail Nurseries staged an evergreen exhibit at the recent Stark County Fair, Canton, O.

Lewis & Valentine Company of Florida, with headquarters in West Palm Beach, will do a general Nursery business. P. B. Pray is a director.

A branch of Coastal Plains Nursery, Waycross, Ga., will be established by the proprietor, R. Lloyd Scott, at Windsor Park, Brunswick, Ga.

Real estate of the Farmers Nursery Co., Troy, O., has been purchased from the receiver by Guy C. Fergus, Zanesville, O., at the appraisal value of \$39,200.

Proceedings of the Cleveland convention, 1927, of the American Association of Nurserymen have been issued in official form, compiled by Secretary and Traffic Manager Charles Sizemore.

Carl Weinhart, Nurseryman, who has had 15 years' experience with Betcher, Dover, O., has assumed charge of the greenhouse and Nursery of the Letherman Seed and Supply Company, Canton, O.

F. R. Pierson, Tarrytown, N. Y., will address students in the Cornell University winter short course in floriculture, Feb. 1st next, on the subject, "The Nursery Business As a Side Line for Retail Florists."

The 1927-28 catalogue of Jackson & Perkins Co., Newark, N. Y., features reproductions of the most popular dozen roses as shown by American Rose Society's annual questionnaire, published in another column.

Jack J. Twomy, Lycoming Nurseries, Williamsport, Pa., has placed on exhibit Japanese beetles procured from Federal agents, for the purpose of informing the public and thus aiding in measures of control.

Louis Blake Duff and David Ross, Welland, Ont., and Charles R. Fegan, Fenwick, Ont., have secured the controlling interest of the Nursery of Brown Bros. Co., Ltd., Fenwick. Mr. Duff, Mr. Ross and William J. Best, Welland, compose the board of directors.

Peonies, iris and imported Holland bulbs form the subject of a fine catalogue issued by the Cottage Gardens, Lansing, Mich. The catalogue is beautifully illustrated in colors and in black and white. The colored reproductions of leading varieties of peonies are remarkable.

President Will B. Munson, Southwestern Nurserymen's Association, enjoyed a vacation early last month in the Davis Mountains in Western Texas at Madera Springs, returning to his home in Denison, Tex., in time to proceed to Galveston for the annual convention.

W. H. Hart, manager of Clinton Falls Nursery Co., Owatonna, Minn., has purchased the greenhouses of Will Bros. Co., Minneapolis, Minn., which he will operate as the Hart Greenhouses, giving up his work at Owatonna, though retaining his interest in the Nursery.

Catalogues received include those of McConnell Nursery Co., Port Burwell, Ontario, Canada, and Weed's Nursery, Beaverton, Ore., and trade lists issued by F. & F. Nurseries, Springfield, N. J.; Onarga Nursery Co., Onarga, Ill.; Conard-Pyle Co., West Grove, Pa.; Princeton, N. J., Nurseries; Forest Nursery Co., McMinnville, Tenn.; D. Hill Nursery Co., Dundee, Ill.; T. Kiyono, Crichton, Ala.

NURSERYMEN—Why be burdened with considerable work and time by using baled Mull, when you can use

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"LIGHT AS SNOWFLAKES"

with ease. Comes in bags only. One corner of bag need be opened to give free flow of hulls. Saves time and gives most satisfactory results for winter protection around shrubbery, perennial flower beds and borders, strawberry beds and other small fruits. Is

SUPERIOR TO COMMERCIAL HUMUS

BUCKWHEAT HULLS—WILL NOT pack or mat to the ground. Smother small plants or Dutch bulbs.

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BUCKWHEAT HULLS also furnishes considerable plant food.

You will be pleased after using Buckwheat Hulls. Read what Mr. Powell, Roslyn, Pa., says about Buckwheat Hulls:

Used Buckwheat Hulls last fall as general mulch on Roses, Peonies, Hardy Plants and Shrubs. Everything stood the winter very good. Have dug the mulch under and all plants, etc., are looking fine. I am so well pleased that I enclose another order herewith. John W. Powell, Roslyn, Pa.

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Ammonia 1.6%, Phosphoric Acid .06%, Potash .75%. Compare this with Sheep Manure: Ammonia 2.25%, Phosphoric Acid 1.5%, Potash 2%.

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Nurserymen's Interest In Arnold Arboretum

Emphasized by Harlan P. Kelsey, Salem, Mass.

Practical reasons for the support of the present effort to perpetuate the Arnold Arboretum, America's greatest hardy garden, at Jamaica Plain, Massachusetts, were recently enumerated by H. P. Kelsey, in an interview with the writer. Since the death of Professor Charles Sprague Sargent, who for years secured annual gifts from his friends to help meet its current expenses, it has been found necessary to establish a million-dollar endowment fund for the arboretum. As evidence of the general appreciation felt toward the great dendrologist, something more than half of that amount has already been subscribed, and the Charles Sprague Sargent Memorial Committee hopes to reach its goal this fall.

"The Arboretum's value to Nurserymen is incalculable," Mr. Kelsey explained. "Its service is threefold. First, it provides a large part of the very best new plant material offered every year to Nurserymen. Secondly, it serves as a bureau of standards at which the correct names of plants may be determined, and one of the great faults of modern horticulture—the right name on the wrong plant—eliminated. Thirdly, it is a demonstration station which every Nurseryman can visit and which every Nurseryman should visit if he is to keep in the van of horticulture progress."

This country, according to Mr. Kelsey, is the weakest in arboreta of any country, civilized or semi-civilized, in the world. Such countries as Java, Ceylon, Brazil and many others have arboreta far superior to those of the United States. The Arnold Arboretum is, of course, the one great exception to this. "The new material intro-

duced by the arboretum in recent years," says Mr. Kelsey, "has been of untold value to all horticulturists and Nurserymen; from the financial standpoint the Nurserymen are more benefited than any one else. Such plants as *Berberis thunbergii* and *Clematis paniculata*, the common barberry and autumn flowering clematis, were introduced by the arboretum. From their introduction Nurserymen have made a tremendous financial profit. Many other plants also in wide common use today could likewise be mentioned."

An illustration of the slipshod methods in use today in determining correct names of plants was given by Mr. Kelsey, who recalled the time when a large Nursery, in preparing a catalogue of which 500,000 copies were to be distributed, forwarded to him a picture of the althea, the Rose of Sharon, with the request for the proper naming of the plant. "I could not tell from the picture," said Mr. Kelsey, "exactly what the plant was, nor could any one else. Mr. Wilson, the keeper of the Arboretum, was also consulted and remarked that had the Nursery sent the plant itself there would have been no difficulty in identifying it at the arboretum. Meanwhile they were holding the press for the catalogues and I have not the slightest doubt that the right name for that plant has not yet been found. The important thing is that had the proper method been used, the arboretum could certainly have ascertained the correct name."

"All horticultural catalogues today," says Mr. Kelsey, "have been equally weak in this respect. Nurserymen today are not going into the science of higher horticulture as rapidly as they must if they are not to be outstripped by new competitors. In the future they must educate themselves in this respect, and the Arnold Arboretum stands ready as the greatest horticulture education institution in the world to serve them. In-

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the most progressive Nursery
in the South, wishes the ser-
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deed, the only way a Nurseryman can keep up at all is to keep himself constantly informed as to what is going on in the Arnold Arboretum."

Finally, as to the value of the arboretum in demonstrating plants, there is no Nurseryman and no florist, in Mr. Kelsey's opinion who would not be benefited by visits to the arboretum at different times of the year. Not only is the arboretum an unlimited source of information to the visiting horticulturist, but it is an unlimited source of fine plant illustrations. The catalogues of the Kelsey Highland Nurseries include a number of pictures of plants and trees in the arboretum, where the full-grown plant or tree may be photographed in a lovely setting.

The Nurserymen who sell seedlings must show what his seedling is going to look like in the future; to show this all he needs is a camera and the energy to pay the arboretum a visit. The Arnold Arboretum is, of course, not the only place for taking such pictures, but it is by far the largest.

Mr. Kelsey deplored the lack of interest which Nurserymen until this time have taken in the bulletins of the arboretum, where plants are described and completely by the greatest experts in the world. A short time ago when E. H. Wilson announced that because of the small subscription list, the bulletins might be discontinued, Mr. Kelsey wrote a strong letter to the members of the American Association of Nurserymen, calling attention to the almost unlimited value of these bulletins for every Nurseryman and declaring that their cessation would be nothing less than a calamity. The response was immediate, and within a very short time more than one hundred fifty Nurserymen have subscribed; the total subscription list jumped from five hundred to twelve hundred, and the bulletin will be continued for at least another year.

In his letter Mr. Kelsey said in part: "In this day of inaccurate plant description, it seems incredible that every member of the American Association of Nurserymen should

(Continued on Page 165)

Andrews LATHAM Raspberry

MOSAIC-FREE STOCK-RELIABLE

Americana Plum Stocks - Prunus Triloba - Ginnala Maple - New Minnesota Plums
ANDREWS NURSERY COMPANY, FARIBAULT, MINNESOTA

TRADE ASSOCIATIONS

American Association of Nurserymen—Charles Sizemore, secy., Louisiana, Mo.; 1928 Convention, Denver, Colo., June 20-22.
Alabama Nurserymen's Association—Dr. F. T. Nye, Secy., Irvington.
Arkansas Nurserymen's Ass'n.—J. E. Britt, Secy., Bentonville.
California Assn. of Nurserymen—John A. Armstrong, Jr., Secy., Ontario, Cal., Oct. 6-7, San Jose.
Connecticut Nurserymen's Association—A. E. St. John, Sec'y., Manchester, Jan. 1928, Hotel Bond, Hartford.
Eastern Canada Nurserymen's Association—Chas. K. Baillie, Secy., Box 158, Welland, Ontario.
Eastern Nurserymen's Association—Fred Worsinger, Sec'y., Tacony, Pa.
Fruit and Flower Club of Western New York—Fred M. O'Brien, Sec'y., Geneva.
Illinois Nurserymen's Association—N. E. Averill, secy., Dundee, Ill., Jan. 19-20, 1928, Hotel Sherman, Chicago.
Iowa Nurserymen's Association—R. S. Herrick, secy., State House, Des Moines, Ia.
Kansas Nurserymen's Association—James N. Farley, Sec'y., Topeka.
Kentucky Nurserymen's Association—Alvin Kidwell, Secy., St. Matthews.
Massachusetts Nurserymen's Association—Winthrop H. Thurlow, secy., West Newbury.
Michigan Association of Nurserymen—C. A. Krill, secy., Kalamazoo.
Minnesota Nurserymen's Association—W. T. Cowperthwaite, Secy., 20 W. Fifth St., St. Paul.
Missouri Nurserymen's Association—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo.
Nebraska Nurserymen's Association—Ernst Herminghaus, Secy., Lincoln.
New England Nurserymen's Association—W. N. Craig, Sec'y., Weymouth, Mass.
New Jersey Association of Nurserymen—John Marsellie, secy., Wyckoff, N. J.
New York Nurserymen's Association—Charles J. Maloy, secy., Rochester, N. Y.
Northern Retail Nurserymen's Association—C. H. Andrews, secy., Faribault, Minn.
Ohio Nurserymen's Association—Howard N. Scarff, secy., New Carlisle, O.
Oklahoma Nurserymen's Association—W. E. Rey, secy., Oklahoma City.
Pacific Coast Association of Nurserymen—C. A. Tonneson, secy., Burton, Wash. 1928 convention, Seattle, Wash.
Pennsylvania Association of Nurserymen—Floyd S. Platt, secy., Morrisville, Pa.
Rocky Mountain Nurserymen's Assn.—S. W. Marshall, Sec'y., 3045 W. 36th Ave., Denver, Colo.
Rhode Island Nurserymen's Association—H. H. DeWitt, secy., 521 Elmwood Ave., Providence, R. I.
Rio Grande Valley Nurserymen's Assn.—H. L. Bonnycastle, secy., Mercedes, Tex.
South Dakota State Nurserymen's Association—J. B. Taylor, sec'y., Ipswich.
Southeastern Nurserymen's Ass'n.—Otto Buseck, Sec'y., Asheville, N. C., Nov. 10-12, 1927, Hotel Kenilworth, Asheville, N. C.
Southern Alabama Nurserymen's Ass'n.—W. H. Pollock, Sec'y., Irvington.
Southern Nurserymen's Association—W. C. Daniels, Sec'y., Pomona, N. C., Sept. 14-15, 1927, Jacksonville, Fla.
South Texas Nurserymen's Assn.—W. R. McDaniel, Sec'y., Alvin, Tex.
Southwestern Nurserymen's Association—Thomas B. Foster, Secy., Denton, Tex., 1927 Convention, Sept. 21-22, Galveston, Texas.
Tennessee Nurserymen's Association—Prof. G. M. Bentley, secy., Knoxville, Tenn.
Western Association of Nurserymen—George W. Holsinger, secy., Rosedale, Kan.
Western Canada Nurserymen's Association—T. A. Torgeson, secy., Estevan, Sask., Canada.

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Over 300 acres in Nursery stock.

Wholesale growers of pecan trees, over 400,000 pecan trees of all standard varieties for market this fall. Also about 500,000 Owarl Satsuma orange trees.

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front, card about 2x4
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than wood, and more
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If proofs are wanted, copy should be in hand previous to above dates.

American Fruits Pub'g Co., P. O. Box 124, Rochester, N. Y.

THIS PAGE PRESENTS

American Nurseryman Directory of American Plant Propagators

**Listing Nursery Concerns Which Specialize in Production of Young Stock
Including That Which Has Heretofore Been Imported**

The American Plant Propagators' Association, Organized in 1919, Will Hold its Tenth Annual Meeting in Denver, Colo., June, 1928. E. M. Jenkins, Winona, Ohio, Secretary.

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Correspondence solicited.

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Seedlings—Transplants—Cuttings
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EVERGREENS

FOR

Lining Out

GOOD ASSORTMENT OF
STANDARD SORTS

Price List on Request Established 1871

SCOTCH GROVE, IOWA

EVERGREENS

SEEDLINGS and TRANSPLANTS

FOR LINING OUT

WRITE FOR OUR PRICE LIST

THE NORTH-EASTERN FORESTRY CO.

"WE GROW OUR OWN TREES."

CHESHIRE,

CONNECTICUT

Deciduous & Evergreen

LINING OUT STOCK

Seedlings & Transplants

HESS' NURSERIES

P. O. Box No. 52 Mountain View, N. J.

BROAD LEAF EVERGREENS

RARE AND CHOICE CONIFERAE

AZALEAS (Evergreen and Deciduous.)

FLOWERING SHRUBS,

VINES and CLIMBERS

We produce the greatest variety of
Herbaceous Plants and Field Grown
ROSES in America. Ask for our
wholesale price lists.

Bobbink & Atkins

RUTHERFORD, NEW JERSEY

Connecticut Valley
Grown

SEEDLINGS
POTTED EVERGREEN
CUTTINGS

TAXUS—Our Specialty
Send for our complete list.

C. E. WILSON & CO.
Manchester, Conn.

NURSERY STOCK For Lining Out

Our Lining Out Stock this year is
more complete than ever before.

Drive in and see our stock. Would
take pleasure in showing you over
our grounds.

Onarga Nursery Co.
Cultra Bros., Mgrs., Onarga, Illinois

American Fruit Tree Seedlings that
never miss. Only seedlings with sus-
tained quality. Many large Nurserymen
that have tried them, are adopting them.
We offer for next winter's delivery:

Mazzard, Mahaleb, P. Calleryann,
Fr. Myrobolan, Catalpa Speciosa,
Ulmus Parvifolia, Rosa Multiflora,
R. Multiflora Japan.

Large Stock Flowering Trees and Shrubs

ROBERTSON-VISTICA NURSERY

118 North Ophir St.

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LINING OUT STOCK

Juniper
Hemlock
Taxus
Arbor Vitae
Red Elder

Azaleas
Birches
Viburnums
Cornus
Rhus

L. E. WILLIAMS NURSERY CO.
Exeter, N. H.

"Hardy New England Grown"

American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock,
Including That Which Has Heretofore Been Imported

EVERGREENS & DECIDUOUS TREES SHRUBS & VINES

WHOLESALE GROWERS for THE TRADE
of Choicest
Hardy New England Grown
Nursery Stock
Write for Price List Send your Want List

Little Tree Farms
FRAMINGHAM CENTRE, MASSACHUSETTS

LET US QUOTE YOU ON

Multiflora Jap. seedlings
Berberis Thunbergii seedlings
Ampelopsis veitchii seedlings and trans-
plants
Hydrangea p. g. 2 yrs. trans., very bushy
Wisteria sin., 1 and 2 yrs. for grafting.
Syringa vulgaris seedlings.

ALL OUR OWN GROWING

We can save you real money whether
you need large or small quantities.

BEDFORD HILLS NURSERIES
BEDFORD HILLS, N. Y.

★ ROSES

Shrubs Cannas
Lining-out Evergreens

Send for Trade-List

The CONARD-PYLE Co.
ROBERT PYLE, Pres. West Grove, Pa.
"More than 38 years' experience"

THIS SPACE \$5.00 Per Month

Under Yearly Term

Including publication 1st and 15th.

TWICE A MONTH AT SINGLE RATE

**Chief Exponent
of the Nursery Trade**

Established 1883

LINING OUT STOCK Tropical Ornamentals

And small pot stock for growing on

PALMS A SPECIALTY

Shade Trees, Shrubs, Vines, Ornamental
Grasses, Bulbs, Etc.

Give us your want list and let us quote.

REASONER BROTHERS'

Royal Palm Nurseries

Drawer "N" ONECO, FLORIDA

LINING OUT STOCK

FOREST TREE SEEDLINGS
AND ORNAMENTAL SHRUBS

Black Walnut, Russian Mulberry,
Texas Umbrella, American Persimmon,
Amoor River South Privet,
Silver Maple, Black Locust
Privets Philadelphus Altheas

Good Assortment of
Lining Out Stock and Finished Plants
Get Our Catalogue

27 years in the Nursery business
PARK NURSERY COMPANY
PLEVNA, ALABAMA

AMERICAN ROSE SOCIETY

Robert Pyle, West Grove, Pa., Secy.

President Atkins opened the meeting in Longwood, Pa., on the estate of Pierre S. Du Pont, Sept. 10th with a stimulating and inspiring address. The secretary read messages from the president emeritus, Dr. E. M. Mills, Santa Ana, Cal.; Capt. George C. Thomas, Jr., Beverly Hills, Cal., and Frank C. Riggs, president Portland Rose Society, announcing the appointment of Dr. S. S. Sulliger in charge of the Portland International Rose Test Garden. An enthusiastic response was drafted and ordered sent to Dr. Mills, and resolutions of sympathy for the death of Jesse A. Currey of Portland, Ore., were adopted.

The meeting unanimously adopted recommendation of the trustees that dues be raised from \$3 to \$3.50 per year, the life membership correspondingly increased to \$60 a year.

The following officers were elected:

President, Walter E. Clark, Charleston, W. Va.; Vice-President, J. Horace McFarland, Harrisburg, Pa.; Honorary Vice-Presidents, Dr. Robert Huey, E. G. Hill, John Cook, Rev. S. S. Sulliger.

Secretary, Robert Pyle, West Grove, Pa.
Treasurer, S. S. Pennock, Philadelphia.

Trustees, Robert Simpson (1930); Richardson Wright (1930); F. L. Atkins (1930); Frank C. Riggs (1929) in place of J. A. Currey.

Honorary Life Member, William C. Egan.
Honorary Annual Member, Pierre S. du Pont.

The attendance totaled 250, with 22 states represented.

G. A. Stevens, of the J. H. McFarland Company, declared that most of the leading varieties in the referendum were unworthy of their places and suggested a list of new sorts as of considerably greater merit. There vigorous discussion in which John Western of the North Shore Cemetery, Ill., and Mrs. W. D. Overbey, Danville, Va., defended the expressed preference for Radiance and other of the older varieties on the ground that they could be counted on to give results whereas the novelties were not yet proven. Among the climbing type,

Dorothy Perkins similarly came in for both criticism and praise.

Importance of Arnold Arboretum

(Continued from Page 162)

not subscribe to the bulletin, bind them at the end of the year and keep them as a permanent record and for constant reference. These invaluable bulletins are a fine gift to American horticulture and their discontinuance would amount to little less than disaster. The American Nurseryman, more than any other in the United States, is benefited by the wonderful work of the arboretum in introducing to him new plant material. Now that their attention is directly drawn to the issue, it does not seem possible that every Nurseryman will not respond certainly with his subscription and, where he can, a note of appreciation to Mr. Wilson himself." Mr. Kelsey sent this letter at his own expense. He remarks he has gotten so much out of the arboretum that it is only natural that he should want to put something back.

At the Kelsey Highland Nurseries at Boxford, thousands of plants are growing that have come from the Arnold Arboretum and among these thousands there are several hundred families.

Mr. Kelsey's great point, which he reiterated a number of times, was that accuracy and scientific method were essential for the horticulture of the future, and that the plant grower who did not avail himself of every possible means of learning his own business thoroughly would find himself left behind. The Arnold Arboretum is in an outstanding position as the great source of accurate information and scientific knowledge regarding trees and woody plants and it may be of untold value to the Nurseryman. Consequently the Nurseryman, more than any other, should be expected in turn to do everything within his power to support the arboretum. Losing that, he will lose himself. If he is to have that he must do his part in maintaining it.

First prize at the Ohio State Fair was awarded to W. N. Scarff and Sons, New Carlisle, for the best 20 varieties of apples shown. This firm has been winning leading prizes at the state fair for years on their apples. It yearly markets around 10,000 bushels, this year being apparently no exception.

Certified Varieties Condemned

By Jim Parker, Tecumseh, Okla.

HERE is a drive on to have college professors certify varieties as true to name. In 1925, as a member of the college committee of the American Association of Nurserymen, I opposed the movement. In 1926 I wired my criticisms in rather strong language, apparently too strong for publication according to the views of the association dads. A few years ago when I received Professor Shaw's bulletin explaining how after seven years of study he had been able to identify varieties by the foliage, I looked over the bulletin and made the remark: "Good boy. He thinks he has made a new discovery. The things he explains are common knowledge even among field laborers."

I now apologize. I did not see that back of this bulletin were two opportunities for profit. 1st, it opened up a new field of labor for college men and school boys. 2nd, it opened up a new opportunity for the type of Nurseryman who is always looking for an excuse to demand exorbitant prices.

A stock company was incorporated for the purpose of cashing in on the idea. This was a clever dodge, as it relieves inspectors of personal liability for such mistakes as they may make in certifying varieties. We as Nurserymen are individually responsible and in many instances under bond as to our dealings with the public. They plan labeling each tree separately at a charge of about two cents per tree. A college professor who favors the idea insisted that the cost was not exorbitant because he has seen certified trees offered at a cost of ten cents above regular price. Whatever the cost, it is a useless burden and one cent per tree is more than I have made in profit on an average the past twenty years. But the cost is not the main issue. These people can only seem to make this work needful by arguing that you and I are dishonest; by creating fear in the public mind. To overcome the prejudice caused by such a campaign as they are starting would make an added cost of 20% in selling Nursery stock. It would mean fewer orchards. The Lord could have done so, but I do not think He created a man in the Southwest ignorant enough to believe this work is needful. It is a piece of pure bunk, and a crime against the hungry children of the world.

SOUTHERN NURSERYMEN IN ANNUAL CONVENTION

Charles T. Smith, Concord, Ga., was elected president of the Southern Nurserymen's Association at the annual convention, Jacksonville Beach, Fla., Sept. 14-15. Other officers are: Vice-president, Norman Nicholson, Decherd, Tenn.; secretary-treasurer, W. C. Daniels, Pomona, N. C.; member executive committee, J. S. Wight, Cairo, Ga.

It was decided tentatively to meet next year in Memphis, Tenn., providing a joint session with the Southwestern Nurserymen's Association can be arranged; otherwise the 1928 convention will be held in Birmingham, Ala.

An interesting program was presented un-



CHARLES T. SMITH, Concord, Ga.
President Southern Nurserymen's Assn.

der the direction of President John Fraser, Huntsville, Ala. The 125 members present on the second day visited the Glen Saint Mary and the Griffing Nurseries at Macclenny where dinner was served.

The convention was voted one of the best ever held. A vote of thanks was extended to the local Nurserymen for their hospitality. Especial praise was accorded Jacksonville Beach, declared by many, one of the finest in the world. A swim in the surf was enjoyed by several of the Nurserymen.

The address of welcome by Mayor John T. Alsop was responded to by Charles T. Smith and with the reading of the address of President John Fraser, Jr., the convention was in full swing.

The report of the secretary and treasurer, W. C. Daniels, Greensboro, N. C., showed that all bills had been paid and there was a good balance in the treasury.

Dr. James S. Thomas, University of Alabama, was not present to deliver scheduled address. After a review of the peach situation in the South by L. A. Niven, of the Progressive Farmer, Norman Nicholson and Henry B. Chase reported on the success of the recently conducted Show Identification school. Lee S. McClain and others gave accounts of the Cleveland convention of the A. A. N. Soon after adjournment of the first day's session there was a Yellow Dog initiation. Twenty-five were admitted to the Kennel under leash and preliminary training.

On the evening of the first day a banquet sponsored by Florida members of the association was enjoyed by nearly 200 including ladies accompanying the members.

The principal address of the second day was that by Norman A. Reasoner, Royal Palm Nurseries, Oneco, Fla., on "Tropical Ornamentals of Value to All Southern Nurserymen."

Secretary Daniels after the convention made a trip through Florida to Key West and northward via Tampa and St. Petersburg, back to North Carolina. A few weeks before the convention Mr. Daniels returned from a 10,000 mile trip, during eight weeks, to Alaska, Yukon and the Pacific Coast states; so that with his extension to Key West he covered the maximum land distance separating the Arctic Ocean and the Gulf of Mexico.

Special praise was accorded A. L. Ligon, of the Griffing Nurseries, Jacksonville, chairman of the arrangements committee, whose work added much to the pleasure of all.

The temperature was high. Surf bathing and steamer trips were popular. John C. Chase, Derry, N. H., who attended the convention on his way back from a summer on the Pacific Coast, enjoyed a cool trip after the convention to Key West and around to Tampa where he welcomed cool Gulf breezes on the sixteenth floor of his hotel.

The present connections of Robert C. Chase, vice-president, would not admit his taking the presidency, so the association fell back on the "family house" of Smith.

AMERICAN NURSERYMAN, Chief Exponent, twice a month \$2.50 per year. Three years, \$6. Canada, abroad, 50c extra per year.



W. C. DANIELS, Pomona, N. C.
Secretary Southern Nurserymen's Assn.

Fire in the plant of Good & Reese Co., Springfield, O., was confined mostly to work room and potting sheds. Rebuilding is in progress.

EDITORIAL SILENCE

By Robert T. Morris

Devoted to the idea that the subsoil constitutes a whole new frontier for the world and that journalists might better feature this in their news instead of crime and scandal. Dr. Morris prophesies a coming third era in journalism when editors will know how to select reporters who know enough to feature human accomplishment instead of human misdeed.

The London Times says, "It is a good book for all its exaggerations, and an amusing one." The Medical Times says, "He attacks modern journalism with devastating effects that out-Mencken Mencken and out-Lewis Lewis, but it is a Swiftian technic of which they are not capable."

President Coolidge and Secretary Hoover tell of their interest in the book, by way of their secretaries. The Prince of Wales took this book with him to his ranch in Canada where there was time for reading, and Henry Ford took it with him on his vacation. Ideas from the book may be recognized in the Toronto speech of Lord Chief Justice Hewart which caused so much outcry on the part of the newspaper press.

The Journal of Education says, "To our thinking no other American writes so many unusual things in such an unusual and attractive way as does Dr. Morris." Do you want to read what no other American would be likely to write and might not dare to write? Send \$2.65 for this book postpaid.

American Fruits Pub. Co., 39 State Street, Rochester, N. Y.

PORTLAND ROSES

2-Year, Field-Grown, Budded Stock

CONIFERS	HARDY PERENNIALS
BROADLEAVED EVERGREENS	ROCK PLANTS
FLOWERING SHRUBS	HARDY VINES

We extend a cordial invitation to the trade to visit our extensive ROSEFARM and nurseries on the beautiful COLUMBIA HIGHWAY at Sandy River.

MOUNTAIN VIEW FLORAL COMPANY

Office: 341 E. 72nd St. S.

Portland, Oregon

Kelway's Old English Flower Seeds

and
CHOICE VEGETABLE SEEDS

New Season's prices now ready. If you have not received your copies please ask for them.

Apply to the originators and creators of the fine modern strains.

KELWAY & SON
Seed Raisers (Wholesale)

LANGPORT

ENGLAND

Clean Coast Grown SEEDLINGS

Properly ripened, carefully dug and graded, and packed so they will reach you in first class condition.

APPLE, Malus—Pyrus Malus
PEAR, Chinese—Pyrus Calleryana
" Chinese—Pyrus Ussuriensis
" French—Pyrus Communis
" Japan—Pyrus Serotina
CHERRY, Mazzard—Prunus Avium
" Mahaleb—Prunus Mahaleb
PEACH, from Lovell Seed
PERSIMMON, De Lotus
PLUM, Myrobalan—Prunus Myrobalana
BIRCH, European White—Betula alba
ELM, Chinese—Ulmus pumila
MAPLE, Norway—Acer platanoides
" Sycamore Purple—Acer pseudo-platanus purpurescens

ROOTED SEEDLINGS

QUINCE, Anglers
ROSE, Manetti

Also a very complete line of Fruit Trees, Ornamentals, Roses and Nursery Supplies.

Your Want List will be appreciated.

PORTLAND WHOLESALE NURSERY COMPANY

East Washington at Sixth Street
PORTLAND, OREGON

Bolling Farms Nurseries

Growers

ORNAMENTAL SHRUBS,
BROAD LEAVED EVERGREENS,
PRIVET, VINES, POPLARS,
ARBORVITAE

And other conifers.

Catalog and list of our offerings will be sent upon request.

Bolling, Alabama, Dept. B

SPECIALS

Lombardy Poplar, 10-12 ft.	.....\$ .45
" " 8-10 ft.	..... .35
" " 6-8 ft.	..... .25
" " 5-7 ft.	..... .15
Silver Maple, 8-10 ft.	..... .60
" " 6-8 ft.	..... .35
" " 5-6 ft.	..... .20
Catalpa Bungei, 5-6 ft.	..... 1.00
" " 4-5 ft.	..... .75
" " 3-4 ft.	..... .50

TITUS NURSERY CO.
WAYNESBORO, VA.

"We Ship 'Em Quick"

HARDY SHRUBS, ROSES, PRIVETS, FRUIT TREES, GRAPE VINES and SHADE TREES. CUT LEAF WEEPING BIRCH, A SPECIALTY.

Champion Nurseries

PERRY, OHIO

SPECIAL SERVICE

In filling orders for—
Rhubarb Horseradish
Strawberry Asparagus

—TO—
NURSEYMEN Extra Heavy 3-yr. Asparagus, \$5 M

Write For Wholesale List

W.W. THOMAS, Anna, Illinois
—The Strawberry Plant Man—

SPECIALTIES—Small Fruit Plants

Grape Vines, Currant, Gooseberry, Red and Black Raspberry suckers and Trans. Strawberry, Rhubarb, Asparagus.

L. J. Rambo's Wholesale Nursery
Bridgman, Michigan

PEONIES AND IRIS ROOTS

Write for Trade List of over 80 varieties. Per 100

Peony Roots 2-3 eye div.\$ 7 up
Peony Roots 3-5 eye div.\$10 up
Iris mixed, \$10 per M; named, \$20 up.

W. L. LUX & SON
R. R. 7, TOPEKA, KAN.



CATALOGS

Are you satisfied with your present catalog? We are producers of some of the most successful catalogs in the country. Write and get our ideas before placing your order for your 1928 catalog. Glad to send you samples without obligation.

The L. W. Ramsey Company

Advertising for Nurserymen

430 Union Bank Bldg. Davenport, Iowa

BROAD LEAF and CONIFEROUS EVERGREENS

Good Assortment
In Medium and Large Sizes.

VA. CEDARS, LAWSON CYPRESS,
CEDRUS DEODORA,
JUNIPERS, RETINOSPORA,
THUYAS, BIOTAS, ETC.

Price list on request.

D. E. HOPKINS
NURSERYMAN

111 W. Freemason St. Norfolk, Va.

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Salesmen send for catalog describing shrub and perennial compact folders and famous landscape plate book.

B. F. CONIGISKY

Hamilton Street Peoria, Illinois

"Everything Worth Planting"

Write for our 1927 Short Guide & Price List

KELSEY NURSERY SERVICE

50 Church Street New York City
Established 1878

The American Nurseryman

Exclusively for Nurserymen
Chief Exponent of the Trade
Covers Its Field Like a Tent

ADVERTISEMENTS in the American Nurseryman reach every state in the Union, the trade throughout Canada and important points abroad.

The Journal's mailing lists are revised daily in this complete service, providing an unequalled medium for direct results.

It is the recognized logical medium for intercommunication throughout the trade. It is the only publication of the kind devoted exclusively to the American Nursery Trade. Its mailing lists number upwards of 5,000 names of Nursery concerns.

Under yearly term, advertising costs less than 58c per column-wide inch per week, for twice-a-month publication.

Covers Its Field Like a Tent
Chief Exponent of the Trade
Exclusively for Nurserymen

The American Nurseryman

P. O. Box 124, ROCHESTER, N. Y.

SPECIAL OFFER OUR NEW CIRCULAR PLATE BOOK

Is now completed and as a special inducement to introduce it we will mail a Sample Copy postpaid, upon receipt of \$1.50. It contains 94 leaves, with 164 colored illustrations, also short description on the back of each leaf.

Colored Circulars

have been added to our line.

We also make up "COMPACT" and Loose Leaf Plate Books, Folios, Maps etc., from our regular color prints.

PROCESS COLOR PRINTING CO.

Formerly CHRISTY, INC.

Searle Bldg. Rochester, N. Y.

Silver Maples

6 to 8 feet
8 to 10 feet
10 to 12 feet
and
1½ to 1¾ in.

"WEST has the BEST"

T. B. WEST & SONS
PERRY, OHIO

The Westminster Nursery

J. E. Stoner, Proprietor

WESTMINSTER, MARYLAND

Offers in quantities California Privet 1 and 2 yr.; Rhubarb, 1 and 2 yr.; Asparagus, Washington varieties, 1 and 2 yr.; and a fine assortment of Shrubbery, Vines and light grade Evergreens, etc.

Send us your want list. Our prices will be attractive.

Northern grown Strawberry, Raspberry, Blackberry and Grape plants.

We pack your retail orders at prices that will make large profits for you.

ESSIG NURSERY

Bridgman, Michigan

TREE SEEDS

Send for catalog listing Tree, Shrub, Perennial and Evergreen Seed. Collected from all parts of the world.

CONYERS B. FLEU, JR.

6025 Ross St., Germantown, Philadelphia

WATERPROOF PAPER LABELS

Red or White, Plain or Printed

Sample Free.

OHIO NURSERY CO.

Elyria,

Ohio

EVERGREENS

SEEDLINGS

TRANSPLANTS

SHEARED SPECIMENS

97 Varieties offered. Also Deciduous Shrubs, Shade and Ornamental Trees.

Fairview Evergreen Nursery
FAIRVIEW, PA.

Direct Radio Advertising

(Continued from page 159)

olized it. Trying to break through him anywhere within a few hundred miles of his station was like trying to catch the greased pig on the Fourth of July. Now these fans are somewhat mollified since Henry's hours are confined to daylight. He goes off the air at 7 o'clock in the evening. This was the Radio Commission's condition for restoring to him a favorable wave length after first having relegated him to the radio "graveyard." Now they are merely apprehensive, for they recognize Henry as a resourceful fellow and a go-getter.

Commenting on the remarkable radio activities of Shenandoah, Ia., and of Henry Fields Seed House Station KFNF, the New York Times says editorially:

"Our editorial correspondent from Omaha, Mr. Jones, does not stoop to literary similitudes, but his article today moves us to denote Henry Field of Iowa as the Sir John Suckling of the Corn Belt. There is nothing Elizabethan about Mr. Field, and in the homilies and descriptives that flow from the radio station in his seed store all over the broad prairies of the Middle West there is no trace of meter or of imagery. But his account of the marriage of the seedhouse canary, Miss Luella Armstrong of his radio family, to the man of her choice is as much of a ballad about a wedding as was that of Suckling, and, although only a few hundred read the poem when it was written three centuries ago, millions listened in eagerly to Henry Field's description.

"It is easy to believe that Henry is one of the most famous of Americans, the Roxy of the Corn Belt, the 'N. T. G.' of the Missouri Valley, the Graham McNamee of McNary-Haugeniana. It is credible that his seed store has flourished since the radio station was installed, and it is not surprising to learn that Mr. Field has added shoes and other articles to the commodities he sells. As a business organizer and a commercial innovator, he properly takes his place with the other Henry of Detroit, with Rockefeller and with Woolworth. That the great mail-order houses of Chicago have felt the effects of these broadcastings from the Iowa seed house is not surprising; Mr. Field has shown them something, and if he keeps away from politics and religion the broad fields of the Middle West should long burgeon with the fruition of his seeds."

AMERICAN NURSERYMAN

For More State Nurseries—Herbert N. Wheeler, lecturing in the U. S. Forest Service has been visiting cities and towns in Rhode Island arguing in favor of establishment of State Nurseries for reforestation purposes. "One-third of the land in Rhode Island is good for lumber raising," Mr. Wheeler declared, "but it is not being used to its fullest extent." Four of the New England States, Vermont, New Hampshire, Maine and Massachusetts have state Nurseries at present—only Rhode Island and Connecticut have not."

Fruit Tree Seedlings Yakima Valley Grown

Apple
French Pear
Japan Pear

Ussuriensis
Mahaleb
Myro

FRUIT TREES

2 Yr. Apple & Pear 11/16

Cortland
Delicious
Jonathan
McIntosh

Oldenburg
Rainier
Wagner
Winesap, Etc.

Bartlett, Bosc, Seckel

Shade & Ornamental

European Mountain Ash, Prunus Tri-loba, Prunus pissardi, Pauls Red Flowering Thorn. Flowering crap in 13 varieties.

ULMUS PUMILA SEEDLINGS

The hardy, fast growing, dry land elm.

Remember, satisfaction guaranteed and carload rates to some distributing point near you.

Washington Nursery Co.
TOPPENISH, WASH.

PEONIES

400 Varieties

May we serve you?

HARMEL PEONY COMPANY

Wholesale Growers—Peonies Exclusively
Berlin, Maryland.

Say you saw it in "American Nurseryman"

INDESTRUCTO METAL LABELS

TRADE MARK



This copper alloy or zinc, strung with copper wire. Written on with a stylus supplied free, or a nail. No ink used. Writing is permanent. Weather and wear proof. Greatly adds to appearance of stock.

For Trees and Plants. Size No. 1—1" x 3 1/2", Retail at \$1.20 per 100. Size No. 2—1 1/2" x 5", Retail at \$1.50 per 100.

For Garden Stakes or Stakes in pots: No. 51, heavy wire stake, 8" high, Retail \$1.50 per 100; No. 52 stake, 10" high, Retail \$1.75 per 100. Generous discount to dealers.

Jonathan

CAN'T RUST

No. 1 and 2 especially good for labeling stored Dahlias, Cannas, Gladioli or similar stock, to keep small quantities from becoming mixed. Sample free.
BALL & SOCKET MFG. CO.
West Cheshire, Conn.

IT MEANS MUCH

It is a certificate of good character to have your advertisement admitted to the columns of the AMERICAN NURSERYMAN, because an effort is made to exclude advertisements of a questionable character or which represent concerns that do not practice business ethics recognized in general as worthy. A number of so-called Nursery concerns cannot advertise in this publication.

Are you preserving your copies of the AMERICAN NURSERYMAN? They are of unequaled historic value. An index for each volume.

PIN OAK SEEDLINGS

I will have Pin Oak Seedlings in grades 12 to 18 and 18 to 24 inches.

Send me your orders early.

ARTHUR L. NORTON
NURSERYMAN. CLARKSVILLE, MO.

THE AMERICAN ASSOCIATION OF NURSERYMEN

Is accomplishing much for the Nursery Trade. With a record of fifty-two years of service. Practical departments and active committees. National conventions of inestimable value.

President, W. W. Hillenmeyer, Lexington, Ky.

Write **CHARLES SIZEMORE**, Secretary, Louisiana, Mo., for full particulars.

Convention Date: Denver, Colo., June 27-29, 1928

Unite with over Six Hundred Representative Nurserymen throughout the country to protect your interests and advance your business. Only Nurserymen of high ideals are eligible to membership.

Vice-President, E. B. George, Painesville, Ohio.

October 1, 1927

MISCELLANEOUS

FOR SALE

STOCK FOR SALE

Norway Maple, 8-10 ft.; Norway Maple Seedlings, 1 yr., 6-9 in. Frank G. Long, New Carlisle, Ohio.

Peony roots; forty acres of all varieties. Visit our fields. Lutz Peony Farms, Boonville, Ind.

APPLE SCIONS, standard varieties. 50,000 PEONY ROOTS, 40 varieties, 15c & up. L. F. Dintelman, Belleville, Ill.

IRIS

Her Majesty, 5c; Lohengrin, 5c; Loreley, 5c; Madame Chereau, 5c; Mary Garden, 5c; Mithras, 5c; Mrs. Alan Gray, 5c; Mrs. H. Darwin, 5c; Perfection, 5c; Princess Victoria Louise, 5c; Queen of May, 5c; Sherwin Wright, 5c. Good Plants. Prompt Shipment. Cash Please. Granite State Nurseries, Exeter, N. H.

The following Seeds per lb.: All this year's crop: Dahlias, \$5.00; Gladioli, \$16.00; Summer Cypress or Mexican Fire Bush, \$4.00; Black Berry, \$5.00; Chickory, \$5.00; Shasta Daisy, \$5.00; Gaillardia, \$8.00; Coreopsis, \$3.00; Cannas, \$3.00; Zinnias, \$7.00; and many others. Wagner Nurseries, 1350 N. Foothill Blvd., Pasadena, Calif.

WANTED

FARM WANTED

Wanted—To hear from the owner of a good farm for sale. Cash price, particulars. D. F. Bush, Minneapolis, Minn.

HELP WANTED

Wanted: Man familiar with Nursery and landscape work to solicit and supervise plantings. Good knowledge of landscape material essential. Steady position. Louisville Nurseries, St. Matthews, Ky.

Dependable man to handle retail agency business of a long-established Nursery company in the Middle States. Good opportunity for one who is capable to take full charge and develop. Address B-75, care AMERICAN NURSERYMAN, Rochester, N. Y.

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NOTICE

To all American Nurserymen and Seedmen desiring to keep in touch with commercial horticulture in England and the continent of Europe. Your best means of doing this is to take in the

HORTICULTURAL ADVERTISER

Our circulation covers the whole trade in Great Britain and the cream of the European firms. Impartial reports of all novelties, etc. Paper free on receipt of \$1.50 covering cost of postage yearly. As the H. A. is a purely trade medium, applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trade.

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I have in surplus for Fall, 1927, or Spring, 1928, the following items in well finished stock:

10,000 Berberis thunbergi
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10,000 Catawba
10,000 Brighton
2,000 Diamond
10,000 Delaware
60,000 Concord
20,000 Moore's Early
30,000 Niagara
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We offer for Fall, 1927:

Peach Trees; Amoor River (North) and California Privet; Catalpa Bungei; Silver Maples; Lombardy Poplars; Evergreens; Azaleas—Crape Myrtle. We also offer a good stock of Extra Well Rooted Evergreens from beds for lining out purposes.

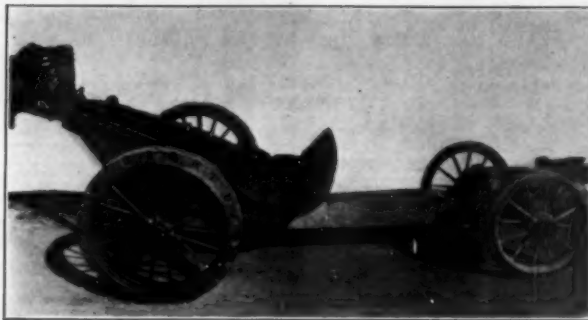
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White Dogwoods
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2 to 4', 25 \$4.50, 100 \$16.00. Large size, 4 to 6', 100 \$20.00.

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THIS SPACE**\$5.00 Per Month**

Under Yearly Term

Chief Exponent
of the Nursery Trade

ARKANSAS NURSERYMEN'S ASSOCIATION

J. E. Britt, Bentonville, Sec'y

Members of the Arkansas Nurserymen's Association met in convention Sept. 21-22 at the State House, Little Rock. They were welcomed by Joseph W. Vestal, Little Rock. The response was by G. C. Watkins. President W. M. Moberly, Sulphur Springs, delivered his annual address concluding the first session.

A business meeting was followed by an address on "New Varieties Suited to Arkansas," by John Parker, Fayetteville; a discussion of merchandising by T. L. Jacobs and an address on control of insects and diseases in Nurseries, by John Baker, Baker Nursery Co., Higginson. E. H. Ballard and John Baker led a discussion on needed legislation. Chief Nursery Inspector Paul Millar, Little Rock, addressed the members on work in his department. The afternoon of the second day was spent in visits to local Nurseries and a tour of the city.

European Sycamore

6 to 8 feet
8 to 10 feet
10 to 12 feet
1 1/2 to 1 3/4 in.

EUROPEAN SYCAMORE

Well-rooted Cuttings

"WEST has the BEST"

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HEDGING—Page 4—Prices Shot to Pieces!

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All ready for your Order!

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LARGE SIZE, SUITABLE FOR LANDSCAPE WORK

Sold by the 100, 1000, or in car load lots.

FOR FALL OR EARLY SPRING DELIVERY

SPIREA VAN HOUTTEI—3 to 4 ft., 4 to 5 ft.

SPIREA FROBELII—2 to 2 1/2 ft.

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Mugho, Scotch, White, and Norway Pine—Norway, White, Black Hill, and Colorado Blue Spruce—American Arbor Vitae and Concolor Fir.

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Headquarters for

Small Fruit Plants

And Lining Out Stock

Strawberries
Raspberries
Dewberries
Blackberries
Elderberries
Currants
Gooseberries
Grape Vines
Horseradish
Asparagus
Rhubarb

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Privet
Hydrangea P. G.
Mallow Marvel
Barberry Seedling
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Honeysuckle
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Parsons
Wholesale Nurseries

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Established 1870

Specialties

Amoor River North Privet, 2 yr.,
 2-3 and 3-4 ft., well branched.

Bungei Catalpa, 4½-8 ft. stems.
 Lombardy Poplar, 5-6 to 10-12 ft.
 Thurlow Willow, 5-6 to 10-12 ft.
 Lonicera Bella Albida, 2-3 to 5-6
 ft.

Deutzia Pride 2-3 to 5-6 ft.
 Forsythia Asst., 2-3 to 4-5 ft.
 Tamarix Asst., 2-3 to 5-6 ft.
 Purple Wisteria, 2 & 3 yrs.

EVERGREENS—Biotas and Jun-
 ipers, in good supply.

Early Harvest B. B. root grown
 plants.

Long list of Ornamentals in gen-
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Deutzia Gracilis

FOR FORCING OR LANDSCAPE WORK

In All Sizes and Ages

	Per 10	Per 100
12 to 15 inches	\$2.00	\$14.00
15 to 18 inches	2.50	18.00
18 to 24 inches	3.00	25.00

Climbing Roses — Extra Large

Grown to stakes, four or more long canes on every plant, carefully
 trained, 3 to 5 feet long. \$3.00 per 10; \$25.00 per 100; \$225.00 per 1,000.

Varieties

American Pillar
 Christine Wright
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Excelsa
 Gardenia
 Hiawatha
 White Dorothy Perkins

Tausendschoen
 Dorothy Perkins
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OTHER SPECIALTIES

Pin Oaks—1½-3 in. Caliper.

Cut Leaf Elder—All grades

Clematis Paniculata, 2 yr.

Send for our **SPECIAL PEONY LIST**. Ten acres in Peonies.

Special **BULLETIN** for FLORISTS

"Everything That is Good and Hardy"

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46 Years at Painesville, Ohio

Established 1866

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We offer a large assortment in
TRANSPLANTED ORNAMENTALS

SHRUBS,
TREES,
VINES,
EVERGREENS &
PERENNIALS

Our Special List of Transplanted offerings for Fall
 1927, is about ready. If you do not receive a copy, a
 card will bring it.

Also a Good Assortment of

Lining Out Stock

Our Fall Lining Out Stock List No. 225 was mailed
 a few days ago. If you did not receive a copy, a card
 will bring it.

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28 Miles West of Chicago on State Route No. 18
 (Ogden Road) and C. B. & Q. R. R.

300 Acres devoted exclusively to the growing of
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American Nut Journal

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24 Issues for \$30

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Is your business able to maintain a display
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Rate: \$2.80 Inch per month; under yearly term, \$2.50

TWICE A MONTH INSERTION FOR THE SINGLE RATE



Juniperus chinensis sargentii
(Sargent Juniper)



Juniperus japonica
(Japanese Juniper)



Juniperus communis depressa plumosa
(Purple Prostrate Juniper)

HILL'S EVERGREENS

We are now in the midst of the Fall shipping season and will continue to make shipments until the early part of November. More Nurserymen are planting evergreens in the Fall each year. There is more time to take care of the work at this season, the selection is more complete and results are just as satisfactory, if the trees are properly handled.

In buying Evergreens from Hill's you are dealing with the largest growers in America, who have been growing Evergreens for 70 years. When making comparisons with other stock on the market, do not compare prices only. Be sure you are buying the best strains of Evergreens, true to name, properly root-pruned and transplanted, dug and handled under proper conditions and packed to insure safe arrival.

FIR		Each		
		Inch	100	1000
Arizona (Cork)	x	2-4	10c	9c
Balsam	x	4-6	7c	6c
Balsamea macrocarpa	x	4-6	7c	5c
Concolor	x	4-6	20c	19c
Douglas	x	6-8	15c	14c
Fraser	x	4-6	7c	6c
Nikko	x	4-6	10c	9c
Veitch	x	4-6	8c	7c

CEDAR (CEDRUS)

Deodara	o	4-6	10c	9c
Libani	o	2-4	6c	5c

JUNIPER

Chinese	o	4-6	7c	6c
Pfitzer	x	6-8	14c	13c
Sargent	x	6-8	25c	24c
Communis	o	6-8	31c	21c
Prostrate	o	6-8	71c	61c
Golden Prostrate	x	4-6	20c	18c
Purple Prostrate	x	6-8	20c	19c
Irish	x	10-12	131c	121c
Swedish	x	4-6	13c	12c
Spiny Greek	x	4-6	15c	14c
Hill's Waukegan	x	6-8	20c	171c
Japonica (Procumbens)	x	4-6	18c	17c
Sabina	x	6-8	15c	14c
Coast of Maine	x	4-6	15c	14c
Tamarix	x	4-6	15c	14c
Hill's Silver	o	4-6	8c	7c
Redcedar	o	6-8	7c	6c
Koster	x	4-6	15c	14c
Hill's Pyramidal	x	8-10	35c	

SPRUCE

White	x	8-10	10c	9c
Black Hill	x	4-6	6c	5c
Norway	o	6-8	3c	11c
Norway	x	8-10	10c	9c
Norway	xx	12-18	161c	15c
Serbian	o	6-8	51c	41c
Tigertail	x	4-6	10c	9c
Colorado Blue	o	4-6	41c	31c
Colorado Blue	x	6-8	15c	14c

PINE

Jack	o	4-6	3c	2c
Hill's Mugho	x	4-6	11c	10c
Hill's Mugho	x	6-8	14c	13c
Austrian	x	8-10	10c	9c
Ponderosa	x	6-8	8c	7c
Red	o	6-8	4c	3c
White	o	6-8	8c	7c
Scotch	x	8-10	81c	71c

YEW

American	xx	8-10	10c	9c
Japanese	x	4-6	20c	19c
Dwarf Japanese	x	4-6	20c	

BIOTA

Aurea nana	x	4-6	13c	12c
Bonita	x	4-6	13c	12c
Compacta	x	4-6	13c	12c
Pyramidalis	x	4-6	13c	12c

ARBORVITAE

		Each		
		Inch	100	1000
American	x	8-10	6c	5c
American	xx	10-12	10c	81c
American	xx	12-18	20c	19c
Douglas Golden	x	8-10	15c	14c
Douglas Pyramidal	x	6-8	15c	14c
Globosa	x	6-8	14c	13c
Hovey's	x	4-6	11c	9c
Little Gem	x	6-8	30c	
Geo. Peabody's	x	4-6	12c	11c
Hill's Pyramidal	x	4-6	10c	9c
Hill's Pyramidal	x	8-10	15c	14c
Rosenthal	x	4-6	15c	14c
White Tipped	x	4-6	15c	14c
Siberian	x	6-8	15c	14c
Woodward	x	6-8	15c	14c

HEMLOCK

American	xx	6-8	161c	151c
American	xx	8-10	30c	29c

o indicates seedlings; x indicates one transplanting

BALLED AND BURLAPPED EVERGREENS

JUNIPER

		Each
	per 100	
Pfitzer	1-11' xxB&B	\$1.00
Pfitzer	11-2' xxB&B	1.25
Communis depressa	10-12' xxB&B	.90
Communis depressa	1-11' xxB&B	1.15
Swedish	1-11' xxB&B	.90
Stricta	10-12' xxB&B	1.15
Waukegan	10-12' xxB&B	.90
Sabina	10-12' xxB&B	1.15
Sabina	1-11' xxB&B	.90
Virginiana	1-11' xxB&B	.75

SPRUCE

White	1-11' xxB&B	.65
White	11-2' xxB&B	.75
Norway	1-11' xxB&B	.40
Norway	11-2' xxB&B	.50

PINE

Hill's Mugho	8-10' xxB&B	.80
Hill's Mugho	10-12' xxB&B	1.15
Austrian	1-11' xxB&B	.85
Austrian	11-2' xxB&B	1.00
Scotch	11-2' xxB&B	.60
FIR		
Douglas	1-11' xxB&B	.65

ARBORVITAE

American	1-11' xxB&B	.50
American	11-2' xxB&B	.65
Pyramidal	1-11' xxB&B	.65
Pyramidal	11-2' xxB&B	.75
Woodward	10-12' xxB&B	.75

HEMLOCK

American	1-11' xxB&B	.75
American	11-2' xxB&B	.90

We have a complete list of balled and burlapped sizes, including larger grades for landscape work. Send for complete catalog.

Seedlings are sold in multiples of 50, once transplanted in bundles of 25; 50 of the same variety and size at 100 rate; 500 at the 1000 rate. Send for trade list and also descriptive catalog showing leading varieties in color.

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